



U.S. Trade and Development Agency



1999 ANNUAL REPORT



MISSION

The U.S. Trade and Development Agency assists in the creation of jobs for Americans by helping U.S. companies pursue overseas business opportunities. Through the funding of feasibility studies, orientation visits, training grants, conferences, and various forms of technical assistance, we enable American businesses to become involved in the planning stages of infrastructure and industrial projects in middle income and developing countries. By doing this, we provide American firms with market entry, exposure, and information, thus helping them establish a position in markets that are otherwise difficult to penetrate.

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U.S. Trade and Development Agency

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THE TDA TEAM: A DEDICATED CADRE OF PROFESSIONALS COMMITTED TO
HELPING U.S. BUSINESSES SUCCEED IN A COMPETITIVE GLOBAL ENVIRONMENT.



U.S. TRADE AND DEVELOPMENT AGENCY

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There is no doubt about it: Doing business overseas can be an uphill battle for many American exporters. In this market, there exists a climate of cutthroat competition fueled by government subsidies, which is combined with a high level of risk associated with investing in the developing world. TDA's mission, quite simply, is to help U.S. companies overcome these challenges so that they can succeed in increasing exports and creating the high-wage jobs that support them.

We are pleased to report that 1999 brought a new level of success for TDA in accomplishing this mission. Our "multiplier" has risen from 32:1 to 37:1. What this means is that TDA now associates a whopping \$37 in exports with every dollar we have invested since the agency's inception, for a total of \$16 billion in exports. In addition, our hit rate, the percentage of investments that generate exports, is over 35%. Finally, our "cost sharing" program continues to thrive. This year 64% of U.S. firms that performed feasibility studies agreed to share in a portion of their costs, which has extended our budget for these activities by nearly 50%. With a record like this, TDA — and the U.S. taxpayer — get a big bang for the buck.



J. Joseph Grandmaison, Director

This year, we have taken a different approach to our Annual Report, which we hope you will find both informative and interesting. In it, you will find a series of feature articles regarding TDA and its infrastructure niche in the global economy: from an in-depth discussion of the heavily-subsidized foreign competition our companies face, to a glimpse into the new sectors we have targeted. Other issues examined include the trend toward privatization from Latin America to Asia, and the rapid growth of worldwide investment in environmental technologies.

We take particular pride in the tremendous progress we have made in our program for Africa and the Middle East — so much so that it is featured as our Region of the Year. Our level of investment in the region reached a new high, topping the \$10 million mark for the first time in TDA history. We are also pleased that we have continued our cooperative efforts with other U.S. government agencies in addressing some of the world's hot spots and our nation's foreign policy priorities. In this context, we believe we are making an important contribution to the United States' multiple-pipeline strategy in the Caspian region and believe our programs in the South Balkans and Bosnia are a key to promoting economic cooperation and regional stability.

Despite our many successes in 1999, we end the year on a bittersweet note. Our Deputy Director, Nancy Frame, will be leaving TDA at the year's end. As her colleagues, we will miss the insight, warmth and stability she brought to the agency. Yet as her friends, we are thrilled to see her embark on an exciting new chapter of her life — complete with a new husband and a move to Paris! We are happy for you, Nancy, and extremely grateful for the many years you have devoted to building TDA into the robust and vibrant program that it is today. While Nancy's shoes will be hard to fill, we have turned to TDA veteran and Regional Director for Special Projects Barbara Bradford to assume the role of Deputy Director upon Nancy's departure. Congratulations, Barbara, and best wishes to Nancy.

Our 1999 Annual Report would not be complete without a mention of the new millennium. We have long prided ourselves on our ability to respond rapidly to the challenges and changes in the global marketplace. We are confident that with the continued support of Congress, our partner agencies, and the U.S. business community, TDA will continue this record of success in the years to come. We look forward to undertaking this journey together.

Maximizing the TDA Tool Chest: *A Case Study*

TDA takes pride in its ability to be creative and tenacious in helping U.S. companies win contracts to implement projects. In many cases, the stakes are huge and TDA’s ability to influence a deal can determine whether the U.S. will win those exports... or whether our competitors will claim victory.

An example of a situation in which TDA used almost all of the weapons in our arsenal to help U.S. businesses win significant exports occurred in the development of Costa Rica’s civil aviation sector. In 1995, Costa Rica began considering whether the country should build a new airport because its current international airport, Juan Santamaria, was already operating beyond its projected capacity.

When the President of Costa Rica requested U.S. assistance, TDA responded initially by funding a definitional mission (DM) to determine whether a new airport was necessary or whether the Juan Santamaria could be expanded to meet projected demand. While the DM consultant agreed that a new facility would be necessary in the long-term, the recommendation was that a feasibility study should be conducted, emphasizing a short-term, major expansion of the current facility. As a result of this DM, TDA funded a \$485,000 feasibility study that examined the economic and technical aspects of the airport expansion, as well as preliminary recommendations concerning the eventual construction of a new airport. Based on the feasibility study, Costa Rica decided to achieve this airport expansion by offering the project on a concession basis, with the concessionaire responsible for

managing, financing, operating and conducting the actual modernization and expansion of the facility.

TDA expected international competition for this lucrative concession to be intense, with exports during the initial implementation of the contract projected to be close to \$20 million, and the possibility of \$50 million over the next twenty years. To help position U.S. companies in this competition, TDA, in conjunction with the Federal Aviation Administration (FAA), hosted a conference in Miami at which the Costa Ricans and several other Latin American countries presented their project needs to the U.S. companies in attendance. Of the four consortia in the heated final round of bidding, two were U.S. led, and the other two were Spanish and Swedish-Canadian consortia. When we learned that the Spanish and Canadian governments were supporting their teams’ bids to influence the outcome, TDA again interceded to attempt to level the playing field on behalf of the two U.S. consortia.

TDA reasoned that Costa Rica would need a new air traffic control system for its expanded airport, and that this need could be used as leverage in influencing the selection process for the concession itself. As a result, TDA offered a technical assistance grant of \$200,000 for a U.S. firm to help plan the new air traffic control systems on the condition that an American business be selected as the airport concessionaire. In addition to technical assistance, this grant may include a provision for training at the FAA Training Center in Oklahoma. This additional grant tipped the scales in favor of the U.S. — the California consortium of Airport Group International and Bechtel won the deal. Furthermore, with a U.S. company in the driver’s seat in the planning process for the new air traffic control systems, U.S. companies also stand a significantly improved chance of winning the exports associated with this project as well.

This case study illustrates the extensive capabilities TDA can rely on to help U.S. firms. In this one instance, TDA will potentially utilize five of the tools in its tool chest — a definitional mission, a feasibility study, a conference, technical assistance and a training grant — to ensure U.S. success in the hotly-contested aviation market.

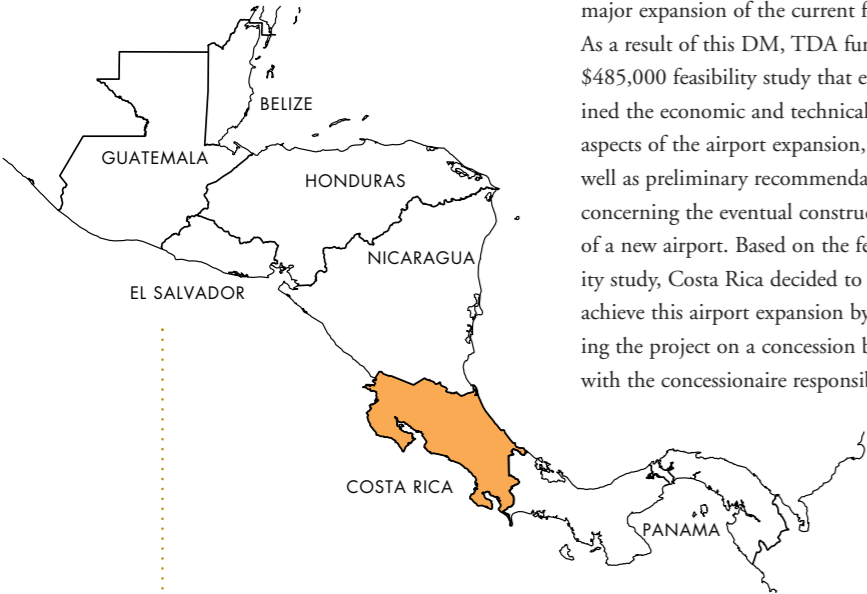


The TDA Tool Chest

TDA pursues its strategic objectives by using six basic tools. Feasibility studies, complemented by orientation visits and conferences, are at the heart of the program. TDA also uses technical assistance, training grants and various

types of long-term advisors to reinforce the agency’s objectives and improve its performance measures. The following activities represent the agency’s output for the year.

Tools	1999 Output
• Feasibility Studies to position U.S. companies in the planning stages of major projects.	121
• Definitional Missions and Desk Studies to utilize small businesses for technical advice on TDA’s investments.	182
• Orientation Visits to connect foreign buyers with U.S. suppliers.	38
• Conferences to bring foreign decision makers together with U.S. executives for private meetings in project-specific business workshops.	16
• Training Grants and Technical Assistance to support foreign governments and promote U.S. technology.	55
• Technical or Procurement Advisors to build long term relationships in key ministries to assist in planning and procurement.	7



TDA Tool Chest in Action: A Costa Rican Success



Small Businesses Succeed Internationally with TDA Assistance

Small businesses eager to work internationally have found TDA to be a strong partner in their efforts. In 1999, we continued to meet our goal of providing roughly one-third of our program budget to small businesses, with these firms comprising roughly 60% of those with which we work. In fact, during this past year TDA funded over 180 definitional missions and desk studies, which were exclusively awarded to small businesses. In addition, over a third of TDA-funded feasibility studies were conducted by small companies.

SUPPLYING SUCCESS

Direct contracts are not the only way that TDA helps small companies. The real impact for small business lies in the implementation phase of major projects, where small companies stand to export billions of dollars in goods and services as suppliers and subcontractors to major projects. By continuing to do what TDA does best — investing our money wisely in the

planning stages of international infrastructure projects — there is a significant ripple effect for small businesses as they enter the international playing field at the supplier stage and sweep up lucrative new work. For example, when Enron of Houston, Texas, won a turn-key contract to construct a 500 MW power plant in

Turkey with the help of an earlier TDA technical symposium and follow-on conference, roughly 40% of Enron's subcontractors were small companies. The \$300 million in U.S. exports that have been associated with this project were sprinkled across 17 states — making it clear that when American companies win abroad, they bring the business back home to their counterparts in the United States.

Similarly in India, a TDA-funded feasibility study helped a consortium of large companies, including Bechtel, UOP and Foster Wheeler, win the contract to construct a greenfield refinery project in India. This project's

lengthy supplier list also demonstrated that many small businesses from across the United States were able to share in the \$354 million in exports generated by its success.

Further evidence of this impact was detailed in the National Association of Manufacturers report "Export Financing: A Key to U.S. Export Success." This study examined an AT&T telecommunications project in Indonesia in which TDA was involved. Of the 195 suppliers identified from 29 states, 162 were small, and 18 of those were minority or women-owned businesses.

TRAINING U.S. COMPANIES TO WIN

Each year, TDA hosts a Business Outreach Seminar designed to help U.S. companies find success in the competitive global marketplace. Traditionally, this event has been held in Washington with great success. In 1999, however, we decided to take the show on the road to attract more companies outside of the Beltway.

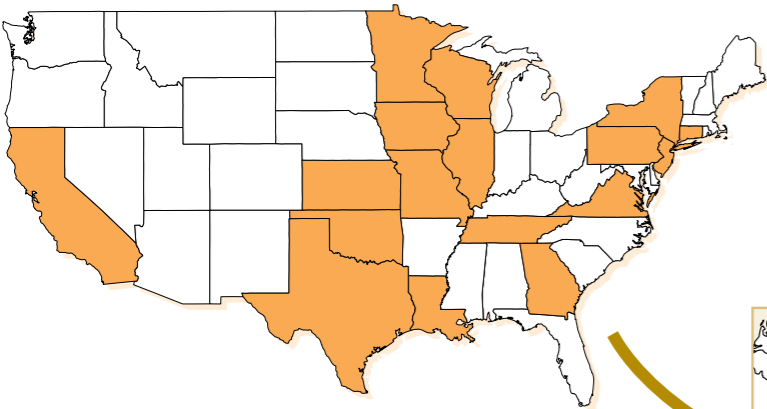
On March 9th, TDA's Business Outreach Seminar was held in St. Petersburg, Florida, and attracted 125 U.S. business representatives from across the United States. TDA's hands-on presentation provided an overview of the agency's mission and the ways in which we help U.S. businesses — particularly small enterprises — gain international success. To bring a "real world" focus to the event, a small Orlando company, Birk-Hillman, presented its experience of working with TDA to the audience. In 1992,



Birk-Hillman was selected to conduct a feasibility study on an airport expansion project in Montego Bay, Jamaica. After completing the feasibility study, the company went on to win an \$8 million contract to manage the project. Significant further exports for the actual construction could raise this export figure to nearly \$40 million over the next few years.

Because of the success that TDA enjoyed in St. Petersburg, we plan to take the Business Outreach Seminar on the road again next year.

St. Petersburg, Florida, Mayor David J. Fischer provides welcoming remarks at TDA's Business Outreach, which attracted 125 U.S. businesses to learn about the agency's program to help American exporters. Seated from left to right are Pinellas County Commissioner Calvin Harris and Tampa Bay U.S. Export Assistance Director George Martinez.



Companies from the following states were suppliers for the Turkey power plant project:

- | | | |
|-------------|------------|--------------|
| California | Louisiana | Pennsylvania |
| Connecticut | Minnesota | Tennessee |
| Georgia | Missouri | Texas |
| Illinois | New Jersey | Virginia |
| Iowa | New York | Wisconsin |
| Kansas | Oklahoma | |



BY CONTINUING TO DO WHAT TDA DOES BEST — INVESTING OUR MONEY WISELY IN THE PLANNING STAGES OF INTERNATIONAL INFRASTRUCTURE PROJECTS — THERE IS A SIGNIFICANT RIPPLE EFFECT FOR SMALL BUSINESSES AS THEY ENTER THE INTERNATIONAL PLAYING FIELD AT THE SUPPLIER STAGE AND SWEEP UP LUCRATIVE NEW WORK.

Leveling The Playing Field: *Fighting Foreign Subsidized Competition*

At the end of the day, whether TDA is successful in helping a U.S. company win a contract for a major project often comes down to a bottom-line calculation. Although we strive to work harder and smarter than our competition, the simple fact remains that we are overwhelmingly outgunned when it comes to the amount of funding we can offer for project planning services.

Many countries use their foreign aid resources to influence major projects, and frequently this aid is tied to procurement from the donor. Therefore, it is extremely difficult to know exactly how much is being spent by competitor nations to influence these projects, and any estimates we make are likely to be understated. Nonetheless, a comparison with our major competitors' comparable programs illustrates the financial challenges that TDA faces.

Not only must we contend with competition from these sources, several countries concentrate their foreign aid on influencing World Bank and other

Multilateral Development Bank (MDB) spending. Countries contribute to trust funds at these institutions, and this aid is tied in many cases. The size of these contributions dwarfs the contributions made by TDA and gives them an edge in identifying project opportunities for their companies.

A good illustration of this trend is a comparison of competitor nation funding of Consultant Trust Funds (CTFs) at the World Bank. The \$2.29 million contributed to a CTF by TDA ranked the U.S. as 12th, behind such nations as Finland and Italy, who spent \$4.1 million and

\$5.7 million respectively. The biggest contributor to a CTF was the Netherlands, spending \$15.8 million, followed by Japan, who spent \$13.4 million. Bear in mind that this is only one type of leverage utilized through the World Bank; many countries also fund massive levels of technical assistance that can be used to influence procurement, but which is counted as foreign assistance.

Although tough competition is a consistent theme, the nature of the competition is unique in each region in which we operate. The following are descriptions of some of the competitive trends we have witnessed.

COMPETITION IN ASIA:

Despite the Asian financial crisis, TDA never stopped pursuing opportunities in Asia. In fact, because there were fewer projects — and, in many instances, these projects were being transferred to the private sector — TDA needed to be particularly aggressive and creative in using its program to counter heavily-subsidized foreign competition.

In Asia, donor countries, particularly the Japanese and Europeans, have been successful at essentially packaging trade subsidies as developmental assistance. By offering concessionary loans to Asian governments, they are able to steer lucrative contracts for the

more aggressively, while providing it with political cover. The Japanese, for instance, recently announced that for “Special Environmental Projects” that help reduce global warming, it would lower interest rates and lengthen repayment periods on its Overseas Economic Cooperation Fund (OECF) loans to lower and middle income countries. By doing so, it is now possible for Japan to tie financing to Japanese suppliers in a way that is not otherwise consistent with OECD obligations. A wide variety of projects could be put in this category since most industrial, transportation and energy projects affect greenhouse gas emissions.

ALTHOUGH TOUGH COMPETITION IS A CONSISTENT THEME, THE NATURE OF THE COMPETITION IS UNIQUE IN EACH REGION IN WHICH WE OPERATE.

development of infrastructure projects toward companies in their countries. We have seen this approach used successfully and repeatedly in the transportation, power and environment sectors.

Organization for Economic Cooperation and Development (OECD) policies designed to promote sound environmental measures in developing countries have provided our competitors a venue for pursuing their concessionary loan approach even

In October 1998, Japan also announced a \$40 billion fund of concessionary loans to be used for large infrastructure programs. These funds are being used in areas such as rail projects in Indonesia, and are already eliminating opportunities for U.S. company participation. At the same time, Indonesian officials have also announced plans to use tied Japanese Ministry of International Trade and Industry (MITI) funds to build an electric railway line in Surabaya, East Java. The loss of these two



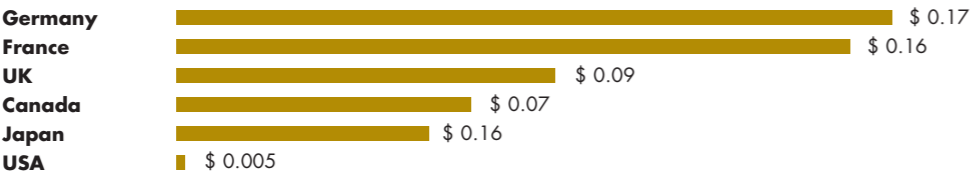
To fight foreign competition in Asia, TDA maintains an office in the Philippines. Featured here is the staff: John Herrman, Deputy Regional Director for Asia, and Lia Ocampo, the Foreign Service national who assists him.

opportunities comes as a significant blow to U.S. exporters who had hoped to win a share of the valuable follow-on contracts. Instead, each of these projects — which are both valued at \$1.5 billion — will be substantially or completely tied to Japanese implementation.

Therefore, the battle for exports in Asia is typically won or lost according to who gets the most government assistance.

Spending on Programs Comparable to TDA

1998 Spending in Relation to GDP



Spending per thousand U.S. dollars of GDP

COMPETITION IN EUROPE:

Currently, the competition we face in Central and Eastern Europe is being driven by the battle over market share in the European Union (EU) accession countries. U.S. firms face tremendous hurdles in getting involved in infrastructure projects in these countries because of the massive amount of tied aid being channeled into Central and Eastern Europe by the EU's pre-accession strategy aid instruments such as the PHARE program. These EU aid instruments devote a total of over \$3 billion in assistance to the ten EU candidate countries.

Assuming a conservative 2% of their total budget for project planning services, this means that the EU is pumping into Europe roughly ten times the amount TDA was able to devote to the region in 1999. This does not even take into account the amount spent by individual EU countries on a bilateral basis. Both types of European project planning assistance are tied to implementation by European companies.

While the challenge to doing business in Central and Eastern Europe is great, we do not believe it is insurmountable. Indeed, it is critical that we act now to help U.S. companies establish a



U.S. Ambassador to Hungary Peter F. Tufo (left) and Budapest's Mayor Gabor Demszky (right) provided opening remarks at TDA's Environmental and Process Technologies Conference, which was held in Budapest to give American companies an edge in competing for industrial environmental projects in several EU accession countries.

foothold in the EU accession countries. Otherwise, once a country is in the EU, there will be strong political and financial disincentives for them to look beyond EU borders for goods and services in the infrastructure sector.

A main component of TDA's strategy for Europe involves finding ways to fund projects with untied money, either through the World Bank, the European Bank for Reconstruction and Development or private capital sources. We will also use our trust funds at the multilateral development banks to promote private sector solutions.

With the emergence of more and more private sector projects, we see opportunities opening up for U.S. companies as market-based decisions triumph over political ones. We believe it is simply a matter of time before the philosophy of privatization spreads to the remaining Central and Eastern European countries as public sector funds dry up and the private sector begins to drive the economy.

With this strategy, we believe TDA will help U.S. companies win success in Europe.

COMPETITION IN LATIN AMERICA AND THE CARIBBEAN:

1999 has presented special challenges in our Latin America and Caribbean program due to factors as varied as the Argentine election cycle, substantive changes in the Venezuelan political scene, and fallout from the Asian financial crisis, which contributed to a currency devaluation in Brazil. Compounding these political changes and financial difficulties,

U.S. business also faces increased competition from European and Asian exporters, bolstered by their official support programs.

Rather than targeting specific countries or sectors, official European and Japanese export promotion programs tend to pinpoint major projects and invest generously in the early planning

stages of those opportunities. Increasingly, foreign export credit agencies are taking a leadership position in offering credits directly or through participation with multilateral development banks such as the Inter-American Development Bank and the World Bank.

AVIATION: Latin America's civil aviation system is antiquated and in need of major modernization. Privatization and concessions for airport operations have attracted foreign competition from throughout Europe, particularly from the French, and often with aggressive export credit programs and free pre-implementation studies. These incentives have translated into a virtual European stranglehold over the aviation sector during the past two decades. Despite this competitive scenario, TDA has begun to achieve important headway in this sector. For instance, we provided key assistance to Northrop Grumman, who in turn was selected for a \$182 million order from Argentina that will keep its factory — along with many sub-contractors — busy.

ENERGY: TDA has identified the Latin American energy sector as presenting prime opportunities for U.S. companies. In fact, Latin American energy projects comprised the largest portion presented at TDA's 1999 World Power Conference in New York. This market is rapidly expanding as it struggles to keep up with the growing demand brought about as a result of continued industrialization in the region. Here again, our major competitors tend to be European Union countries and Japan. In the energy sector, we have seen them aggressively support bids from their native companies by frequently placing technical experts at strategically selected Ministries in order to influence the process of contractor selection. Despite this competition, TDA has pinpointed opportunities in Argentina, Brazil, Ecuador and Venezuela and is striving to support an aggressive U.S. industry. When TDA

can help level the playing field, U.S. clean energy capability provides a natural backdrop from which to stand out and win projects.

ENVIRONMENT: Our success in the water resource sector has been limited due to the existence of major private sector operating water companies in Europe and Canada and the support that those competitors receive from their respective governments. Proposals are frequently subsidized, and are further buoyed by the presence of permanent staff from competitor export promotion agencies in the field. We have identified a number of sound solid waste management projects in Latin America, and the need for other environmental projects is evident throughout the region. While funds for remediation projects are hard to come by, new projects must meet strict compliance with tough environmental regulations in most of the region and

thus present opportunities for U.S. technology inroads.

INTELLIGENT TRANSPORTATION SYSTEMS (ITS): As traffic demands increase faster than the vehicular roadway infrastructure can be expanded, more efficient ways of utilizing the present paved system becomes a top priority. For U.S. firms, this is an uphill battle as the competition from France and Germany, in particular, combines significant official support with the benefit of having unitized highway systems with large ITS components. Despite these roadblocks, TDA has broken into this sector, investing widely in traffic management systems in major cities such as: Lima, Peru; Buenos Aires, Argentina; San Jose, Costa Rica; and São Paulo, Brazil. Urban rail system modernization is also an attractive export opportunity supported by TDA in Argentina, Brazil, Chile, Uruguay and Venezuela.



TDA orientation visits are an ideal way to fight foreign competition on our own home turf. In September, TDA hosted a delegation of Chilean irrigation officials to the United States. They are shown here visiting the Turlock Irrigation District in California.

Africa and The Middle East: *Region of the Year*

1999 brought a new level of commitment by the United States to promote a strong partnership with Africa and the Middle East. From Congress to the business community to the Administration, we are united in the belief that this is an exciting time to be active in this dynamic region.

From the Safe Skies for Africa Initiative in sub-Saharan Africa to the Eizenstat Initiative for Northern Africa, TDA has been a full partner in the numerous interagency efforts to promote economic cooperation with this region. We are pleased to report that we have made enormous strides in our program: for the first time in TDA history, our 1999 investments in the Africa-Middle East region topped the \$10 million mark — an increase of nearly 25% from the previous year. This achievement underscores the priority that TDA has placed on the region, and the hard work that our

team has devoted to creating a vision of how the agency can best implement its program to get results.

A major component of our success stems from being actively engaged at all levels of TDA through our participation in various joint government efforts. This approach began in earnest with a three-month posting of the agency's Country Manager for Africa in the region to represent TDA, OPIC and the Export-Import Bank. The contacts made during his extensive travels in Southern Africa have directly contributed to project identification in sub-Saharan Africa, where we have funded fifteen feasibility studies this year. In addition, TDA has had high-level representation at a number of important events, from Secretary Daley's trade mission to the South Africa Bi-National Commission Meetings between Vice President Al Gore and then-Deputy President Thabo Mbeki. Finally, in March TDA Director Grandmaison participated in the historic U.S.-Africa Ministerial, which included representation from 46 sub-Saharan countries.

Equally important has been TDA's strong grasp of the competition faced by U.S. companies that are seeking to do business in the region. The overriding factor in Africa is the historic European domination of this emerging market, particularly in the Franco-

phone countries. Recently, we have begun to see this approach fine-tuned to the point that several European countries have, in essence, divided up the specific sectors they would like to dominate. From basic utilities to ports, the Europeans have begun implementing this divide-and-conquer approach, with various European countries enjoying the spoils of their particular chosen sector. For American companies trying to compete in these sectors, TDA can be a valuable tool in countering their foreign competitors.

The French, for example, have made dramatic inroads into the utilities sector with the recent trend toward privatization of the power and telecommunications utilities. French companies, with their strong government support, have led the way in buying and operating those utilities. They are even more dominant in the fresh water and wastewater sectors in Africa.

TDA is taking aggressive steps to counter this competition. For instance, we hosted a Water and Wastewater Conference in October focusing on the Middle East, North Africa and sub-Saharan Africa. Over thirty projects, including a number of completed TDA feasibility studies, were presented by delegates from across the region — from Jordan and Morocco to Namibia and Tanzania —

to over seventy U.S. companies interested in pursuing these opportunities. While TDA does not play a formal policy-making role, there is no doubt that our projects can have an impact on broader foreign policy considerations. Water is one of the most contentious issues in the region — a problem exacerbated by the recent drought. Therefore, not only did this conference bring foreign water project developers together with U.S. firms to help find solutions to their water problems, it also has the potential to promote regional cooperation and ease one of the long-standing issues hindering peace in the region.

BY FULLY RECOGNIZING THIS REGION AS AN
IMPORTANT TRADING PARTNER WITH VAST
POTENTIAL, THE UNITED STATES HAS TAKEN A
SIGNIFICANT STEP TOWARD POSITIONING U.S.
BUSINESSES FOR TREMENDOUS EXPORT POSSIBILITIES.

Another example of this strategy is seen in the port sector, where the Germans have made inroads through the close relationships they have developed with port project sponsors in Southern Africa. As a result of these relationships, German companies frequently have a head start in identifying and making proposals for port projects before U.S. companies have even heard about them. This timing gap is critical, and TDA is working hard to establish relationships that will enable U.S. firms to find out about projects before they are already locked-up by the competition. To further bolster U.S. competitiveness in this area, we hosted a World Port Conference this

November in Charleston, South Carolina, to give the information edge to American firms. At this conference, over 50 projects from 32 countries — including countries in Africa and the Middle East — were presented to 100 U.S. companies.

Not only is TDA meeting the competition head-on in these sectors, we are also working aggressively to carve out market share for U.S. companies in other important areas. For example, TDA has hosted several recent orientation visits that should lay the groundwork for significant U.S. exports. At the end of April, we

hosted a delegation of Ministers and senior oil company executives from 10 countries in Africa and the Middle East who were interested in meeting with American petroleum equipment producers. These officials presented a number of project opportunities to companies in Houston, Texas, Mobile, Alabama, and Washington, D.C., after attending the Offshore Technologies Conference and the semi-annual Africa Summit hosted by the Corporate Council on Africa. TDA also sponsored highly successful orientation visits in the stock exchange and passport/identification technology sectors to showcase high-tech opportunities where U.S. companies retain a competitive edge.

We have been particularly proud of the success TDA has enjoyed in countries still considered uncharted territory for many U.S. businesses, but which represent virtually unlimited project opportunities. We have promoted our sub-Saharan Africa program far beyond just South Africa, and have funded major feasibility studies in Angola, Cote d'Ivoire, Mauritius and Uganda, to name a few. In the Middle East, although we opened our program in Lebanon only recently, our program is already robust. In 1999, TDA funded three new feasibility studies in that country. We have been an active participant in the Eizenstat Initiative — targeted at promoting greater cooperation with North Africa — and have funded major solid waste and telecommunications studies in Algeria and Morocco, as a result.

Perhaps the best aspect of our success in Africa and the Middle East is that our program can only grow as this region continues reforming and developing its economy. By fully recognizing this region as an important trading partner with vast potential, the United States has taken a significant step toward positioning U.S. businesses for tremendous export possibilities. TDA's goal is to continue to expand its Africa-Middle East program to help American businesses navigate the promise and the perils of this region successfully.



In April, TDA brought the Ministers and heads of major oil companies from 10 countries in Africa and the Middle East to the U.S. to meet with American petroleum equipment producers. The delegation is shown here in Houston, Texas.



Supporting U.S. Foreign Policy

As foreign policy “hot spots” and development priorities arise around the world, TDA is sometimes asked to assist in stabilizing, developing and rebuilding these areas.

We typically achieve this goal by accepting transfer dollars from the State Department or the Agency for International Development to implement our program in these troubled regions of the world. In doing so, the transfer agencies are relieved of the burden of reinventing the wheel by attempting to duplicate our program in these priority regions.

THE CASPIAN REGION

The Caspian Region is a prime example of foreign policy priorities intersecting with commercial potential. Nowhere has TDA implemented its program with as much ingenuity, energy and foresight as in this region. From the TDA-sponsored Crossroads of the World Conference, to the opening of the OPIC-ExIm-TDA Caspian Finance Center to the Caspian Ambassadors’ Tour, TDA has been in the forefront of the Administration’s efforts to promote a multiple pipeline strategy in the Caspian. While TDA has directly invested close to \$5 million in pipeline-related projects in the

“THESE PIPELINES WILL PROVE HOW MUCH MORE COUNTRIES HAVE TO GAIN FROM ECONOMIC AND COMMERCIAL BONDS, THAN FROM POLITICAL RIVALRIES.”
— PRESIDENT CLINTON

region, special emphasis is also being given to the ancillary industries — from transportation to water treatment to telecommunications — that will be necessary to ensure a broad-based development of the region.

The successful Caspian Ambassadors’ Tour visited three U.S. cities. Following a business briefing in New Orleans, the Ambassadors took part in TDA’s World Power Conference in New York and the American-Turkish Council’s annual conference in Washington, D.C. This first-of-its-kind tour came on the heels of the January opening of the Caspian Finance Center in Ankara, Turkey. The tour offered U.S. companies a unique opportunity to meet one-on-one with the American Ambassadors and their senior commercial officers in the region.

An example of the creativity we have exercised in the Caspian region is our

use of technical assistance. In this case, TDA tailored a new approach to technical assistance to help resolve problems that threatened to derail U.S. Caspian policy. Because the countries involved in negotiating the pipeline agreements lack experience with deals of this magnitude, we stepped in to provide the means, through technical assistance grants, to allow them to access U.S. financial and legal expertise. TDA’s efforts have provided much-needed momentum to the negotiating process, resulting in the November 1999, signing of initial intergovernmental agreements on the Baku-Ceyhan oil pipeline and the Trans-Caspian gas pipeline. President Clinton, who witnessed the signing during his visit to Turkey, underscored the foreign policy significance of this effort by stating that “these pipelines will prove how much more countries have to gain from economic and commercial bonds, than from political rivalries.”



In January of this year, TDA, Ex-Im and OPIC opened the Caspian Finance Center, beginning a new chapter of close cooperation by the three trade finance agencies. Featured here are the staff members from left to right: John Breidenstine (Department of Commerce), Julie Panaro (Ex-Im), Peter Ballinger (OPIC), Deborah Forhan (TDA), and Emel Erdemir (Turkish Administrative Assistant).



In May, TDA hosted the seven U.S. ambassadors to the Caspian region on a three-city tour to brief U.S. businesses on the latest project developments in the region. Featured here in New York City, from left to right, are: Ambassadors Stanley T. Escudero (Azerbaijan); Michael Lemmon (Armenia); Kenneth S. Yalowitz (Georgia); TDA Director Joe Grandmaison; Joseph A. Presel (Uzbekistan); Richard H. Jones (Kazakhstan); and Steven R. Mann (Turkmenistan). Ambassador Mark Parris (Turkey) joined the group at the next stop in Washington, D.C.

SOUTH BALKAN DEVELOPMENT INITIATIVE

TDA’s South Balkan Development Initiative (SBDI) is a four-year initiative announced by President Clinton in 1995 and funded by the Support for Eastern Europe Democracy Act. When TDA kicked off SBDI in May 1996, there were few, if any, American firms pursuing infrastructure business in Albania, Bulgaria or FYR Macedonia. Today, there is a cadre of dedicated business pioneers, newly introduced to the region by TDA, committed to developing the region’s commercial potential. SBDI is designed to help the three countries further develop and integrate their transportation infrastructure along the east-west corridor that connects them. In doing so, SBDI encourages them to develop a regional approach designed to foster more general cooperation and economic integration.

The key to SBDI’s success has been “listening to the clients” — the Deputy Transportation Ministers from the three countries who serve on the SBDI’s Coordinating Group.

Not only does this approach foster vital trust-building relationships at the working level of the three governments, it also helps us develop creative responses to the types of assistance they need. As an example, in addition to using all of the agency’s traditional tools, TDA has branched into procurement within the SBDI program. These procurement efforts introduce U.S. technologies, demonstrate immediate results from U.S. assistance, and increase the efficiency and commercial viability of transportation efforts.

SBDI has not only furthered U.S. foreign policy goals of promoting regional cooperation and development, it has also achieved success in developing the east-west highway. More importantly, building a three-nation transportation corridor has helped create a new market that is greater than the sum of its parts. Now, SBDI has led TDA and our private sector partners to seek out other South Balkan investment

opportunities in aviation, telecommunications, information technology, electric power, environmental projects, and oil and gas pipelines.



In March, TDA hosted the 12th meeting of the SBDI Coordinating Group — held for the first time ever in the United States. Featured here from left to right are Albanian Deputy Minister of Public Works and Transport Ahmet Ceni, Bulgarian Deputy Minister of Transportation Petko Tabakov, Sea-Land Terminal Manager John Elliott, and Macedonian Deputy Minister of Traffic and Communications Rexhep Hasani on an orientation visit to Norfolk, Virginia.

SOUTHEAST EUROPE INITIATIVE

TDA expects to be very active in helping U.S. businesses get involved in the reconstruction efforts in Southeast Europe. The key for TDA in finding opportunities for U.S. firms in the Balkans is no different from that in any other region — follow the money. TDA will work with U.S. companies to develop projects targeted at available sources of financing in the Balkans. To kick off this effort, TDA organized a Southeast Europe Redevelopment Opportunities Tour in October 1999. The tour, with stops in Washington, D.C., Chicago and San Francisco, provided a status report on the financing that is currently available for projects in Southern Europe, and how U.S. businesses can access that money. The cornerstone of this event was a series of presentations by senior officials from the major sources of funding: the World Bank and the European Bank for Reconstruction and Development (EBRD). Because the United States is a key contributor to these institutions, we believe it is more vital than ever that U.S. companies compete on a level playing field in pursuing these contracts to ensure that a fair share of resources comes back to U.S. businesses. The tour also featured a senior U.S. representative from the European Union who described financing options available through the EU and the European Investment Bank. TDA anticipates using our trust funds at the World Bank and EBRD to ensure that U.S. companies are involved in preparing the specifications for projects these institutions finance.



At the Washington, D.C., stop along the Southeast Europe Redevelopment Opportunities Tour, Michael Marek, U.S. Alternate Executive Director of the World Bank (far left), briefs business attendees on the Bank's latest funding programs in the Balkans.

SUPPORTING BOSNIA AND HERZEGOVINA POLICY

Since the war in Bosnia, TDA has conducted a special initiative — the Infrastructure and Industrial Development Program (IIDP) — to promote peace in the region by helping secure economic prosperity and Bosnian self-sufficiency. This program, funded under the Support for Eastern Europe Democracy Act, is nearing completion. The IIDP is designed to encourage partnerships between the American private sector and Bosnian project sponsors. These partnerships have led to success for American firms in implementing projects related to Bosnia's infrastructure and industrial development. To date, we have undertaken 22 activities in Bosnia, ranging from a feasibility study on the Tuzla Airport Regional Cargo Facilities to an Information Technology Pilot Program to a Telecommunications Orientation Visit.

SAFE SKIES FOR AFRICA INITIATIVE

TDA has been an active participant in the Clinton Administration's broad-based effort to support Africa's integration into the global economy through the Safe Skies for Africa Initiative, announced in April 1998. TDA has taken concrete steps to promote sustainable improvements in aviation safety and security by providing technical assistance to Ethiopia, Ghana, Mali, Mozambique, Namibia, South Africa, Zimbabwe and the Southern Africa Development Community. With the Department of Transportation having identified eight sub-Saharan African countries with the potential to meet ICAO Category I safety standards, this initiative is seen as a long-term commitment by the U.S. government, and TDA expects to remain fully involved throughout its duration.

Pioneering New Sectors: *Matching U.S. Technology With Emerging Export Opportunities*

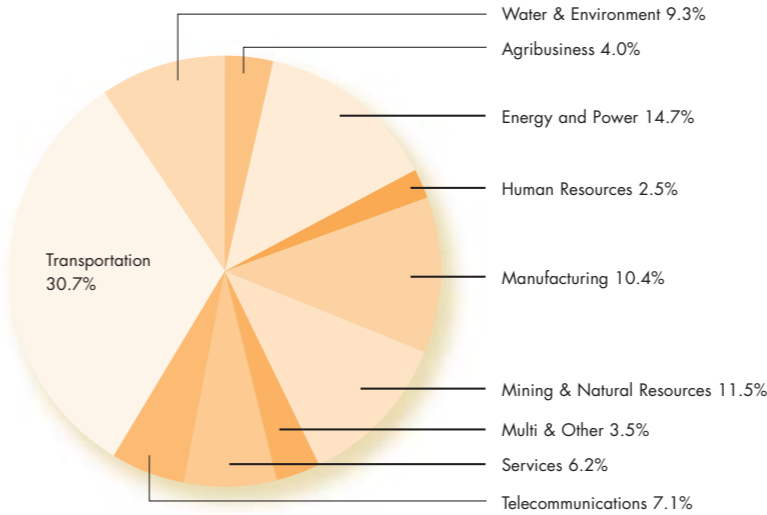
As a market-driven agency, TDA targets sectors that represent good opportunities for U.S. businesses. Traditionally, transportation, including rail, ports, and aviation, has been the dominant sector for TDA. Our levels of investment in the areas of energy and power, water and the environment, and telecommunications have also been fairly consistent.

The infrastructure business is evolving as technological advancements have created entirely new markets based upon information technology and its many applications for infrastructure development. U.S. businesses are world-class producers of telecommunications products and information technology — industries that cross every sector in which TDA does business.

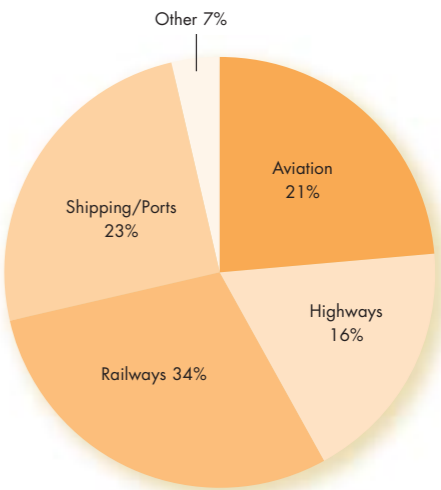
For our partners in developing countries, TDA is actively promoting high tech options, where appropriate, for the latest infrastructure and industrial projects. Because the decision to select a high tech option is tantamount to a decision to buy American, we believe that this is an area where U.S. businesses can consistently compete and win.



TDA Activities by Economic Sector
1999 Breakdown



Transportation Subsector



THE GROWING FINANCIAL SECTOR AND TECHNOLOGY –
TDA HELPS U.S. BUSINESSES MAKE THE CONNECTION

Rapidly available and widely disseminated information has become the hottest commodity of today's international market. Nowhere more than in the financial sector can we see its growing utility. As developing and middle income countries continue to attract foreign investment, it is crucial that they have systems in place to handle growing capital flows. From Asia to Africa, TDA has funded several feasibility studies and sponsored business conferences in the last year designed to help match competitive U.S. technology with the world's rapidly growing financial sector. Without a doubt, globalization is here to stay and it is critical that countries around the world provide transparent and rapid ways for investors to move money.

TDA's 1999 Financial Sector Investments

In March, TDA hosted the Asian Banking Information Technology Conference, which featured a healthy combination of policy and projects from nine different countries spanning East and South Asia. The conference brought together senior U.S. and Asian government and private sector information technology and telecommunications leaders. Featured projects included technological applications for electronic transactions, Y2K readiness, treasury and cash management, risk management, check clearing, and electronic document management and processing.

From September 18–28, TDA hosted an orientation visit for ten representatives of African stock exchanges to meet with American companies and learn about the top-notch trading technology that they provide. In addition to behind-the-scenes visits to several U.S. stock exchanges, the delegates met with more than 100 U.S. business representatives to present short and medium-term opportunities for suppliers of financial industry computers, information technology, and telecommunications goods and services. The delegation visited New York City, Chicago and San Jose, California.

In December, TDA hosted an orientation visit for Taiwanese public and private sector project sponsors to meet with U.S. suppliers of payment transaction security technologies. It has become apparent to the Taiwan authorities and the local business community that, while there exists tremendous potential and demand for consumer, institutional and commercial electronic business, Taiwan lacks the necessary technological infrastructure to facilitate its broad use. The delegation met with U.S. producers and suppliers of firewall, electronic payment, payment clearance, payment security, digital certification and certificate authority technology.

TDA invested \$193,183 in a feasibility study to assist with a stock exchange modernization project in Vietnam. The study, which was conducted by The East West International Group of Los Angeles, California, prescribed operational processes for the trading, clearance and settlement functions of a new system designed to reassure investors looking for convenience and liquidity. The Vietnam State Securities Commission plans to implement the project in early 2000, and U.S. companies appear to be well-positioned to win the \$15 million in potential exports for this project.



Ambassador John Wolf, Ambassador Richard Hecklinger and Senator Kit Bond (R-MO) met in Bangkok at the agency's Asian Banking Information Technology Conference.

USING U.S. TECHNOLOGY TO WEATHER DISASTERS

TDA is actively promoting emergency management technology exports. The U.S. industry is a world leader in emergency management, equipment manufacturing and suppliers covering information technology systems, weather forecasting systems, financial and insurance services, telecommunications and a wide variety of emergency response equipment. In addition, since the Federal Emergency Management Agency (FEMA) is the premier organization for information and services in this field, TDA has begun working with that agency to develop markets for U.S. goods and services.

While demand in this sector has not always been steadfast, the ability to prepare for and mitigate the effects of disasters is now a top developmental priority for many middle income and developing countries. After decades of watching loans and advances in development wash away with floods and crumble in earthquakes, institutions like the World Bank are now seeking ways to reduce vulnerability in their portfolios. In recent years, the World Bank has lent close to \$9 billion in disaster preparedness, mitigation and response. This trend is expected to rapidly increase.

With key sources of funding already identified, the potential for U.S. exports is real. In Asia alone, Korea, Indonesia, Thailand and Taiwan have actively sought assistance for emergency management development. One ministry in Korea has already earmarked over \$40 million for developing a disaster management system.

Countries throughout Latin America and Europe have been walking this same path of prevention. FEMA has been active in developing this industry in Peru, Mexico, Argentina and Colombia. Even prior to the latest devastating earthquakes in Turkey, the country had been aggressively pursuing the development of this sector.

In December, TDA hosted an Earthquake Reconstruction Symposium in Istanbul and Ankara. The event began a cooperative relationship between the United States and Turkey on natural disaster preparedness, recovery and response. Public and private sector representatives from the American engineering community, FEMA, the U.S. Geological Survey, the Earthquake Engineering Research Institute and several high-risk earthquake cities discussed the municipal role in preparedness, critical infrastructure readiness, regional management and building public confidence.

In the spring of 2000, TDA, in cooperation with FEMA and the Department of Commerce, will host a regional conference on matching U.S. technology and know-how with

emergency management providers throughout Asia. Hurricanes, earthquakes, volcanoes and flooding are responsible for enormous losses of human life and property in the region each year. As cities in Asia become more densely populated, the cost of disaster recovery increases as efficiency falls. To help mitigate future risk, the emergency management sector is shifting the emphasis from recovery and reconstruction to better preparation and loss prevention. This two-day conference will include both a policy and commercial component — with an emphasis on matching U.S. technology exports with these crucial development opportunities.



Reaching out to the private sector: TDA called upon U.S. businesses working in the emergency management sector to help plan the content of the April 2000 Asia Regional Emergency Management Providers Conference.

Fueling Private Sector Projects: *The Future of U.S. Exports*

Finding themselves unable or unwilling to assume the cost of infrastructure development, governments around the world are selling off publicly owned facilities and allowing more private sector projects to move forward than ever. As a market-driven agency, TDA has worked quickly and effectively to capitalize on this growing trend. An expanded role for the private sector in infrastructure development is valuable in two ways — it promotes more efficient project development and it helps prevent our foreign partners from incurring debt for much needed new and upgraded facilities.

In no sector has this trend been more apparent than energy. From Latin America to Asia, governments have been aggressively selling off state-owned facilities and encouraging new ones to be constructed by the private sector. Governments have increasingly relied on privatization not only to reduce debt and raise revenue, but also to meet a demand for energy consumption in the developing world that is expected to double by the year 2020.

PRIVATIZATION PAVES THE WAY FOR A TEXAS COMPANY'S SUCCESS

The time was the early 1990s. With demand for electricity growing at over nine percent annually, Peru was desperately seeking new, low-cost sources of energy. To prevent the possibility of incurring additional development debt, the country decided on privatization as the best way to meet its escalating need. With the help of a TDA-funded feasibility study, Maple Gas Company of Dallas, Texas, constructed the first successful test of Peru's privatization reforms.

In 1993, Petroperu, the Peruvian state-owned oil and gas company, auctioned off a 30-year concession to develop and operate the Aguaytia gas field. Maple assembled a winning proposal and was awarded the concession to develop the country's first commercial usage of natural gas.

As part of the agreement, Maple committed to constructing a thermoelectric power plant of at least 140 MW and related electric substations and transmission facilities. Because Maple had already expended great resources on the development of the gas field, TDA stepped in to provide \$500,000 toward



Secretary of Energy Bill Richardson provided a keynote address at TDA's World Power Conference, which was held in May in New York City. Much of his address focused on global opportunities associated with privatization.

the \$960,000 feasibility study needed to quickly move the power plant forward.

After securing financing from the Inter-American Development Bank, Maple was able to construct the power plant using a variety of U.S. equipment and services to the tune of \$60.2 million in exports.

The Maple Company has used the Peruvian model to expand the energy industry in Central America and the

Middle East. According to Rex Cannon, Maple's president, "TDA was instrumental in providing Maple funds required to perform a feasibility study that was critical to the analysis and ultimate success of the development of the project."

PARTNERING WITH THE PRIVATE SECTOR IN SOUTH ASIA

Housing one-quarter of the world's population, South Asia is a tremendous energy market. With enormous population growth spurts expected, the countries throughout the region — Bangladesh, India, Nepal, Pakistan and Sri Lanka — are grappling with the daunting task of providing adequate energy for their people to live and to ensure strong economic growth. Because the region is already experiencing frequent and costly electricity outages, improving energy access and supply is a top priority.

In recent years, TDA's portfolio of energy projects in South Asia has grown considerably, reflecting heightened interest among U.S. companies for doing business in the region. Over the years, the TDA program in South Asia has included project funding in oil and gas, clean coal technologies, power, hydroelectric power, and refining and petrochemicals. To highlight these completed studies, as well as additional opportunities, TDA is planning a conference, to be held in Nepal in the spring of 2000, with cooperation from the U.S. Department of Energy and the Agency for International Development.

INDIA: Largest Population, Greatest Need, Fastest Growth

As the world's seventh largest energy consumer, India has quickly moved to promote private sector participation in providing power to its growing population. This year, TDA invested in three new private sector projects to help U.S. companies win the vast exports associated with this trend. Until recently, much of the energy sector in India was tightly controlled and regulated. However, as privatization has swept across the country, more private sector than public sector opportunities have emerged. These opportunities are slated to move much more quickly and to have even greater export components for U.S. businesses.

1999 Private Sector Energy Investments. A \$664,545 grant was awarded to Rain Industries Limited, a private sector Indian company, to partially fund a feasibility study to develop the Krishnapatnam refinery and cogeneration plant. Over the last year, India has been moving toward total deregulation in what was once a tightly controlled oil refining industry. Moreover, in the state where this project will be constructed, Andhra Pradesh, incentives such as tax deferments are being offered to help meet the growing demand for transportation fuels and electricity. Once implemented, this project will include a 70,000 barrel per day refinery and a 230 MW cogeneration plant.

TDA provided partial funding for Phase I of a feasibility study on the development of an integrated lignite mine and a 500 MW thermal power generation facility in Tamil Nadu. The project sponsor, Reliance Industries Limited, is the largest publicly traded private sector company in India. Once implemented, this project could generate as much as \$750 million in U.S. exports. The North American Coal Company of Dallas, Texas, will conduct the study.

TDA invested \$653,705 to partially fund a feasibility study on the development of a petrochemical complex in Vadinar. The Essar Group, a large, Indian company, will serve as the project sponsor. The Pace Consultants of Houston, Texas, will complete the work, providing a detailed marketing study and technical recommendations for the project.

This power plant in Aguaytia, Peru, was constructed with the help of a 1993 feasibility study. To date \$60.2 million in exports have been associated with this project.



Trend Toward Investment In *Environmental Infrastructure*

Although countries around the world are at various stages of economic development, a common issue that brings them together is the need to clean up the environment and invest in pollution prevention technologies. Countries are realizing that a failure to do so can result in costs that, in the long run, are greater than the initial investment in pollution mitigation and prevention technologies.

Extremely high costs are associated with environmental problems ranging from public health impacts to natural disasters. Consequently, many countries have begun imposing penalties on those companies that are not complying with their new, strengthened environmental regimes.

As a result of this worldwide trend, investment in environmental technology has become an important mainstay of our overall export strategy. In the last four years, U.S. exports in environmental technology have almost doubled. TDA is committed to doing its part to position U.S. companies in

the planning stages of environmental projects so that U.S. envirotech exporters stand a better chance of winning the implementation contracts.

In Asia, for instance, the Philippines, Thailand, Korea, Indonesia and Malaysia have ambitious investment plans to provide safe drinking water and to reduce the emissions level of toxic chemicals in the air. Given the limited resources of the public sector, governments are encouraging the private sector to undertake many of these investments. As a result, detailed feasibility studies and various other forms of technical assistance for tender preparation and concession negotiations for water rights, land use and tariffs are in great demand. These projects present lucrative opportunities for U.S. companies.

As in Asia, there is intense political pressure for the new EU accession countries to adopt the strong environmental regimes of their Western European counterparts. Because of the enormity of the task at hand in cleaning up these former Soviet-bloc, high-pollution countries, the Western

Europeans are providing billions of dollars in grant assistance for these projects, and — more importantly — to ensure that European firms win the contracts to implement them.

TDA is taking steps to secure a foothold in the European market in the environmental sector, and to ensure that U.S. businesses are not completely locked out of this sector. As in our overall European strategy, we continue to pursue private sector opportunities, which have the greatest potential for U.S. company involvement. We have already funded several environmental feasibility studies, and in November, we hosted an environmental conference in Budapest to highlight these and other projects.

One TDA-funded feasibility study in Hungary was featured at the conference as a good example of how we attempt to counter Western European grant assistance by working increasingly with private sector companies. With the onset of new environmental policies, MOL, a Hungarian oil and gas company, will be fined if they fail to take action to clean up their environmental waste that is currently polluting the Danube. This and other TDA-funded studies will give a needed edge to U.S. envirotech exporters.



Much of Bangladesh's water supply is contaminated with high levels of naturally occurring arsenic. TDA provided funding for a feasibility study to install individual chlorination and ion exchange units for 50 wells across the country. Shown here is one of the testing units, which was developed by Tetrahedron, Inc. of Baltimore, Maryland.

Outreach

Avital part of TDA's mission is ensuring that U.S. businesses are aware of TDA's program and the lucrative infrastructure opportunities we have identified. One of our best vehicles for informing companies of the agency's activities is our bi-weekly publication, the *TDA Pipeline*, which keeps readers informed about all of the latest projects in which TDA is investing.

From feasibility studies that are open for competition to listings of recently completed feasibility studies that may present implementation opportunities for U.S. businesses, the *Pipeline* is the best resource available for businesses interested in using the agency to grow internationally.

TDA's website, www.tda.gov, is also an important component of our outreach efforts. Since the beginning of the year, we have received twice as many visits to our website as last year.



TDA's website www.tda.gov

Visitors to the TDA website now have the option of signing up for a free e-mail distribution service, with subscribers receiving a bi-weekly e-mail with a link to the most recent *Pipeline* and important information about all of the latest happenings at TDA.

In addition to our annual Business Outreach seminar, which provides a nuts-and-bolts overview of doing business with TDA, we host a number of conferences annually. These conferences accomplish a variety of objec-

tives that include informing U.S. companies about export opportunities in emerging markets, familiarizing foreign decision-makers with American goods and services, and building business relationships between foreign project sponsors and American companies. U.S. businesses find TDA conferences to be an invaluable tool because they enable companies to maximize their marketing budgets. This aspect is particularly important for small businesses, who often do not have the resources to travel abroad extensively to identify opportunities. At TDA conferences, foreign project sponsors provide details on multi-billion dollar project opportunities in specific regions of the world, covering one or more industry sectors. Attendees are given the opportunity to meet one-on-one with foreign delegates. Participants are also given comprehensive project resource guides that include in-depth technical and financial details, as well as key contact information. In 1999, TDA hosted 16 conferences, with our U.S. conferences held in nine different cities across the country — from Charleston to Chicago to Long Beach.

Orientation Visits (OVs) are another way U.S. suppliers can make their products known to foreign procurement officials. OVs are essentially reverse trade missions sponsored by TDA that bring foreign procurement officials interested in American goods



TDA's Open House to inaugurate the business center energized TDA Regional Director Al Angulo and Country Manager Gabriella Rigg to discuss power projects with Tim Richards, GE's Senior Manager for International Trade and Investment, and Fred Berger, Vice President of Louis Berger International.

and services to the United States. U.S. companies that participate are able to showcase their products and expertise in one-on-one meetings and through site visits designed to show U.S. technology in action. TDA organized 38 OVs in 1999 that traveled to 32 states.

In our continuing effort to provide both efficient and effective customer service, TDA has recently opened its new Business Center, located at its third floor offices. The Center's conference room allows the agency to conduct its own in-house business briefings and other project-related events geared toward helping U.S. firms increase exports overseas by increasing awareness of project opportunities.

Adjacent to the Business Center is TDA's library, which is open to the public. Staff is available during business hours to provide information and answer questions about the agency's program. Completed feasibility studies and other project-related reports can be viewed free of charge by customers from the U.S. business community who visit the Center's library.

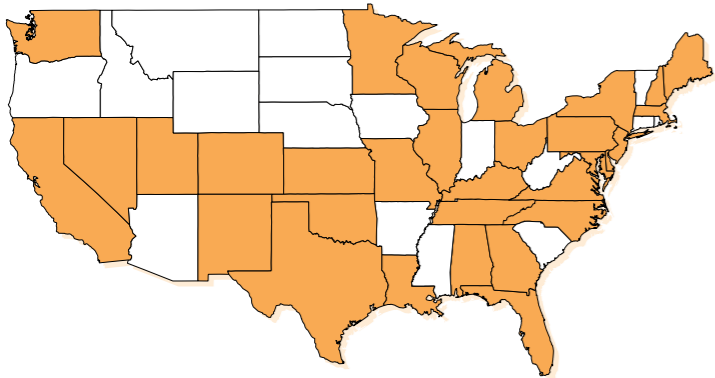
U.S. project developers, financiers and suppliers of goods and services benefit from the information in TDA-funded feasibility studies. TDA has stepped up its efforts to market its newest feasibility studies so that even more American firms can take advantage of the valuable contact information and other descriptive data they contain. New studies are publicized on our website, in the bi-weekly TDA *Pipeline*, and in our quarterly newsletter, the TDA *Update*. Plans are now under way to further alert U.S. companies in a



TDA contracts with an energetic and innovative staff to run the agency's library and assist with customer service. From left to right are: Kathryn Dorminey, Information Resource Assistant; Jim Thayer, Information Resource Associate; Jennifer Nickel, Project Information Specialist; Evangela Kunene, Procurement Data Analyst; Sally Mitchell, IRC Manager; and Chris Sheldon, Project Information Specialist.

targeted, sector-specific fashion to new project opportunities and, when appropriate, to follow up with business briefings in our new Business Center to highlight specific studies.

TDA's Orientation Visits Traveled to 32 States in 1999



Alabama
California
Colorado
Delaware
Michigan
District of Columbia
Florida
Georgia
Illinois
Kansas
Kentucky
Louisiana

Maine
Maryland
Massachusetts
Minnesota
Missouri
Nevada
New Hampshire
New Jersey
New Mexico
New York

North Carolina
Ohio
Oklahoma
Pennsylvania
Tennessee
Texas
Utah
Virginia
Washington
Wisconsin

FY 1999 Program Activities — *By Region*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
AFRICA/MIDDLE EAST						
Angola	Fish Processing Plant Upgrade	Desk Study	The GIC Group	Alexandria	VA	\$8,773
Angola	Mobile Telephony	Feasibility Study	Selection in progress			300,000
Cameroon	Transportation Sector	Definitional Mission	S. Rowitz & Associates	Buffalo Grove	IL	24,993
Djibouti	Assal Geothermal Power Plant	Desk Study	Geothermal Management Company, Inc.	Frisco	CO	2,500
Djibouti	Assal Geothermal Power Plant	Feasibility Study	Geothermal Development Associates	Reno	NV	90,000
Ethiopia	World Bank Rural Electrification	Desk Study	Schiller Associates	Oakland	CA	2,500
Ethiopia	World Bank-Rural Electrification Phase 1	Technical Assistance	National Rural Electric Cooperative Association	Arlington	VA	43,000
Ethiopia	World Bank-Rural Electrification Phase 2	Technical Assistance	National Rural Electric Cooperative Association	Arlington	VA	133,500
Ethiopia	Djibouti Port Bulk Commodities Transit Terminal	Desk Study	Telematics Engineering	Reston	VA	2,500
Ethiopia	Djibouti Port Bulk Commodities Transit Terminal	Feasibility Study	Allied International Marketing Corporation	Vienna	VA	80,000
Ghana	Tema Oil Refinery Power Plant	Feasibility Study	Parsons Energy & Chemicals Group, Inc.	Reading	PA	184,000
Ghana	Air Navigation System Analysis	Feasibility Study	Advanced Management Technology, Inc.	Washington	DC	225,000
Ghana	International Telecommunications Gateway	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Ghana	Esiama Combined Cycle Power Plant	Desk Study	Commonwealth Power Corporation	Norfolk	VA	2,500
Ivory Coast	PISAM Medical Equipment Tender	Training	Johns Hopkins University	Baltimore	MD	100,000
Ivory Coast	Abidjan Landfill	Desk Study	Performance Technology, Inc.	Lewiston	ME	2,500
Ivory Coast	Abidjan Landfill	Feasibility Study	Edgeboro International	South Brunswick	NJ	240,000
Ivory Coast	Abidjan Parking Concession	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Mali	Bamako-Senou Airport Expansion	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Mali	Bamako-Senou Airport Expansion	Feasibility Study	Selection in progress			285,000
Mali	Sugar Factory	Desk Study	CORE International, Inc.	Washington	DC	2,500
Mali	Sugar Factory	Feasibility Study	F.C. Schaffer & Associates	Baton Rouge	LA	250,000
Mauritius	Wireless Loop	Training	U.S. Telecommunications Training Institute	Washington	DC	300,000
Mozambique	VSAT Project	Feasibility Study	Eccles Associates, Inc.	New York	NY	83,600
Mozambique	Air Navigation System	Feasibility Study	Advanced Management Technology, Inc.	Washington	DC	250,000
Namibia	IFC Cotton Gin Project	Technical Assistance	Cargill Technical Services, Inc.	Washington	DC	44,000
Nigeria	Infrastructure Assessment	Definitional Mission	Overseas Trade & Investment Services, LLC	Washington	DC	25,000
South Africa	Lebowa Coalbed Methane Production and Utilization	Technical Assistance	Intratech	McLean	VA	1,000
South Africa	Cape Town Solid Waste Management	Orientation Visit	Wright-Pierce	Topsham	ME	20,000
South Africa	Digital Satellite Service	Feasibility Study	Taylor-DeJongh, Inc.	Washington	DC	361,500
South Africa	South Africa Oil and Gas	Feasibility Study	Fluor Daniel Intercontinental, Inc.	Sugar Land	TX	163,000
South Africa	Clean Coal Environmental Projects	Definitional Mission	Behre Dolbear & Company, Inc.	Denver	CO	24,640
South Africa	Fluidized Bed Combustion	Feasibility Study	Black & Veatch International	Overland Park	KS	500,000
South Africa	Bagasse Hydrolysis Project	Desk Study	DBL Associates	Fogelsville	PA	2,500
South Africa	Bagasse Hydrolysis Project	Feasibility Study	Arkenol, Inc.	Mission Viejo	CA	204,000
South Africa	South African Civil Aviation Authority Visit	Orientation Visit	USDOT/FAA/Office of International Aviation	Washington	DC	30,000
South Africa	Ethyl Lactate Facility	Desk Study	CORE International, Inc.	Washington	DC	2,500
Uganda	Northern Corridor Pipeline	Desk Study	Youdal Group	Houston	TX	2,500
Uganda	Northern Corridor Pipeline	Feasibility Study	Overseas Trade & Investment Services, LLC	Washington	DC	404,000
Africa Regional	Telecommunications/IT Technology Conference	Conference	Science & Engineering Associates, Inc.	Albuquerque	NM	14,075
Africa Regional	Africa/Middle East Project Analyst	Technical Assistance	Cybill Sigler	Alexandria	VA	25,000
Africa Regional	World Bank Global Connectivity for Africa Conference	Conference	Computer Frontiers	Germantown	MD	28,300
Africa Regional	African Development Bank MIS Upgrade	Technical Assistance	Teleconsult, Inc.	Washington	DC	110,000
Africa Regional	African Regional Airlines	Orientation Visit	Marison International	Boston	MA	99,800
Africa Regional	Water Sector - Namibia & South Africa	Definitional Mission	Delta Research Company	Evanston	IL	24,590
Africa Regional	Sub-Saharan SCADA	Orientation Visit	Alexis International, Inc.	Washington	DC	98,064
Africa Regional	Identification Card and Passport Officials	Orientation Visit	Meridian International Center	Washington	DC	89,976
Africa Regional	COMESA Air Traffic Management System	Desk Study	Rufus C. Phillips, III	McLean	VA	2,500
Africa Regional	Ivory Coast/Ghana Refinery Projects	Definitional Mission	Intratech, Inc.	McLean	VA	24,692
Africa Regional	Regional Power for Mali and Cote d'Ivoire	Desk Study	Alexander X, Inc.	LaJolla	CA	6,000
Africa Regional	East Africa Telecom & IT Projects	Definitional Mission	Global Resources	Corona Del Mar	CA	23,449
Algeria	Algiers Solid Waste Projects	Desk Study	ECODIT, Inc.	Arlington	VA	3,500
Algeria	Algiers Solid Waste Project	Feasibility Study	Sadat Associates Inc.	Princeton	NJ	150,000
Algeria	Jijel Solid Waste Project	Feasibility Study	Brown, Nance & Associates	Roseville	CA	161,000
Egypt	Suez Petrochemical Project	Desk Study	CEVCO	Herndon	VA	2,500
Egypt	Suez Petrochemical Project	Feasibility Study	UOP, LLC	Des Plaines	IL	750,000
Egypt	Egyptian Oil Refinery	Definitional Mission	RKR & Associates	Rego Park	NY	24,974
Egypt	Power Generation	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Washington	DC	34,374
Egypt	East Oweinat Food Processing Complex	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,492
Egypt	East Oweinat Food Processing Complex	Feasibility Study	Frederic R. Harris	Boston	MA	185,000
Egypt	Alexandria Private Hospital	Desk Study	Eccles Associates, Inc.	New York	NY	2,500
Egypt	Alexandria Private Hospital	Feasibility Study	OMMA Healthcare, LLC	Evergreen	CO	145,000
Egypt	Suez Refinery Delayed Coker	Feasibility Study	Selection in progress			300,000
Egypt	Tinplate Industry	Desk Study	Alexander X, Inc.	LaJolla	CA	2,500
Jordan	JPMC Slime Disposal & Water Recovery Project	Feasibility Study	Behre Dolbear and Company, Inc.	Denver	CO	241,338
Lebanon	Normandy Landfill Reclamation	Training	Radian International	Fairfield	NJ	220,000
Lebanon	National GIS Project	Feasibility Study	Geographic Planning Collaborative, Inc.	Running Springs	CA	129,560
Lebanon	Beirut Emerging Technology Industrial and Research Center	Feasibility Study	Selection in progress			174,000
Lebanon	Power Sector	Definitional Mission	Delta Research Company	Chicago	IL	24,220

FY 1999 Program Activities — *By Region*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Lebanon	Beirut Suburban Mass Transit Corridor	Feasibility Study	Selection in progress			625,000
Lebanon	World Bank EDL National Control Center	Technical Assistance	Stanley Klejewski	Pottstown	PA	50,000
Morocco	ANRT Telecommunications Project	Technical Assistance	Selection in progress			76,000
Morocco	ONE Fiberoptic Project	Feasibility Study	Selection in progress			40,000
Morocco	Casablanca Solid Waste Treatment	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Oman	Barka 400MW Power and Desalination Project (99)	Training	Selection in progress			250,000
Oman	Solid Waste Management	Desk Study	Performance Technology, Inc.	Lewiston	ME	3,000
Yemen	Private Hospital	Feasibility Study	DSI International, Inc.	Park City	UT	186,690
Yemen	Hayel Saeed Cement Plant	Feasibility Study	Selection in progress			400,000
Middle East Regional	Urban Transportation - Israel	Orientation Visit	ICF Kaiser International, Inc.	Fairfax	VA	69,402
Middle East Regional	Lebanon/Morocco IT/Telecom	Definitional Mission	LanCom	Waldorf	MD	23,533
Middle East Regional	Tunisia/Algeria IT/Telecom	Definitional Mission	LanCom	White Plains	MD	24,107
Middle East Regional	ME/NA Telecommunications	Orientation Visit	Science & Engineering Associates, Inc.	Albuquerque	NM	119,933
Middle East Regional	Lebanon/Tunisia Railways Sector	Definitional Mission	Trans Tech Management	Wayland	MA	24,997
Middle East Regional	Lebanon and Morocco Aviation	Definitional Mission	CORE International, Inc.	Washington	DC	25,000
Middle East Regional	Jordan and Oman Aviation	Definitional Mission	The Berkeley Group	Bethesda	MD	24,568
Africa/ME Regional	Petroleum Ministers	Orientation Visits	Corporate Council on Africa	Washington	DC	120,000
Africa/ME Regional	African Stock Exchanges	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	123,676
Africa/ME Regional	Africa/Middle East Water Conference - Briefing Book	Technical Assistance	Labat-Anderson, Incorporated	McLean	VA	103,267
Africa/ME Regional	Africa/Middle East Water Conference	Conference	EA International	Hunt Valley	MD	249,290
			Development Finance International Inc.	Bethesda	MD	2,500
Africa/ME Regional	Africa/Middle East Water Conference	Orientation Visit	EA International	Hunt Valley	MD	97,516

TOTAL FOR AFRICA/MIDDLE EAST \$10,145,389

ASIA						
Bangladesh	Strategic Gas Utilization Study	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	\$7,500
Bangladesh	Tetrahedron Water Filter Projects	Desk Study	Advanced Waste Management Systems, Inc.	Hixson	TN	2,500
Bangladesh	Tetrahedron Water Filter Projects	Feasibility Study	Tetrahedron, Inc.	Baltimore	MD	267,500
Bangladesh	Western Region Integrated Power Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Bangladesh	Western Region Integrated Power Project	Technical Assistance	Parsons Energy & Chemicals Group, Inc.	Houston	TX	167,806
Fiji	Bond Issue Training	Technical Assistance	Fahnestock, Inc.	San Francisco	CA	25,760
India	Mumbai Mass Transit Water Transportation System	Desk Study	Leonard Sugin, C. E.	Baldwin	NY	2,500
India	Oil and Gas Refinery Sector	Definitional Mission	S.H. Lucas & Associates	Pasadena	CA	25,000
India	Jayamkondam Coal Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
India	Jayamkondam Coal Project	Feasibility Study	North American Coal Corporation	Dallas	TX	296,729
India	Media ISP/DTH Projects	Desk Study	Global Resources	Corona Del Mar	CA	5,000
India	Krishnapatnam Refinery/Cogeneration Project	Feasibility Study	Purvin & Gertz	Houston	TX	664,545
India	Vadinar Petrochemical Complex	Feasibility Study	The Pace Consultants	Houston	TX	653,705
India	Transco Coal-Fired Thermal Power	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
India	West Bengal Mining	Orientation Visit	Midland Standard, Inc.	Cleveland	OH	48,096
India	Haldia Water Supply Project	Technical Assistance	Millennium Science & Engineering, Inc.	McLean	VA	24,997
Indonesia	Water Supply SCADA System	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	1,000
Indonesia	WB Domestic Gas Utilization	Desk Study	Nicholas Biederman	Chicago	IL	2,500
Indonesia	Natural Gas Development / Procurement Plan	Feasibility Study	Institute of Gas Technology	Chicago	IL	302,400
Indonesia	Futures Exchange Project	Desk Study	Norris L. Hickerson	Old Hickory	TN	2,500
Indonesia	LIDAR Remote Imaging Technology	Desk Study	Chesapeake Analytics Group	Arlington	VA	2,500
Korea	Sewage Sludge Technology	Orientation Visit	ICF Kaiser, Inc.	Fairfax	VA	12,811
Korea	Yosu Refinery IGCC Project	Desk Study	Power Tech Associates, PC.	Paramus	NJ	2,500
Korea	Yosu Refinery IGCC Project	Feasibility Study	Parsons Energy & Chemicals Group, Inc.	Reading	PA	347,688
Korea	CNS/ATM System Implementation Plan	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Korea	CNS/ATM System Implementation Plan	Feasibility Study	Mitre Corporation	McLean	VA	435,000
Laos	Privatization of Lao Aviation	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	2,500
Macau	Local Area Augmentation System	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Macau	Local Area Augmentation System	Feasibility Study	Honeywell, Inc.	Phoenix	AZ	135,000
Philippines	Passport Automation System	Technical Assistance	Abacus Technology Corporation	Chevy Chase	MD	110,252
Philippines	Bulk Water Supply Projects	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	25,000
Philippines	Puerto Princessa Bulk Water Supply/ Kidapawan Water Concession	Feasibility Study	Selection in progress			575,325
Philippines	Petron SO2 Emission Control Project	Desk Study	Delta Research Company	Chicago	IL	2,500
Philippines	Petron SO2 Emission Control Project	Feasibility Study	Black & Veatch	Kansas City	KS	195,000
Philippines	Cebu Potable Water Project	Desk Study	Advanced Engineering Associates International, Inc.	Watertown	MA	2,500
Philippines	Green Island Solid Waste	Desk Study	Advanced Waste Management Systems, Inc.	Hixson	TN	2,500
Philippines	Green Island Solid Waste	Feasibility Study	Enertech International	Grasonville	MD	375,900
Taiwan	CALS Technology	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	124,747
Thailand	WMA Wastewater Projects	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,996
Thailand	North Bangkok Repowering Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Thailand	North Bangkok Repowering Project	Feasibility Study	Selection in progress			525,000
Thailand	BMA Wastewater Project	Feasibility Study	Selection in progress			500,000
Thailand	Bank of Agriculture IT	Feasibility Study	Development Alternatives, Inc.	Bethesda	MD	180,497
Thailand	New Bangkok International Airport	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	77,095
Thailand	MEA Communications System Development	Desk Study	John M. Peschon	Middletown	CA	2,500
Thailand	MEA Communications System Development	Technical Assistance	Utility Consulting International (UCI)	Fairfax	CA	450,000

FY 1999 Program Activities — *By Region*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Thailand	Thai Farmers Bank IT	Feasibility Study	Selection in progress			395,000
Thailand	PEA Information Technology	Desk Study	Frederick J. Bauer	Crownsville	MD	4,000
Thailand	TOT IT Implementation Plan	Desk Study	Telematics Engineering	Reston	VA	3,975
Vietnam	Hydrometeorological Systems Upgrade	Orientation Visit	WPI, Inc.	Cambridge	MA	64,997
Vietnam	Linear Alkylbenzene (LAB) Complex	Feasibility Study	UOP LLC	Des Plaines	IL	51,027
Vietnam	Central Vietnam Geothermal Power Plant	Technical Assistance	Selection in progress			250,000
Vietnam	Central Vietnam Geothermal Power Plant	Desk Study	Delta Research Company	Chicago	IL	4,000
Vietnam	Telecommunications Opportunities	Definitional Mission	LanCom	White Plains	MD	7,500
Vietnam	Stock Exchange Project	Feasibility Study	East West International Group, Inc. (EWIG)	Los Angeles	CA	193,183
Vietnam	Gas Pipeline	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Vietnam	VINASUGAR Mill Project	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	94,817
Vietnam	Transmission Distribution Training	Training	U.S. Energy Association	Washington	DC	495,000
Vietnam	Customs Brokerage Upgrade	Feasibility Study	UNISYS, Inc.	Bluebell	PA	100,000
Asia Regional	Aviation Conference - Briefing Book	Technical Assistance	TERA, Inc.	Washington	DC	88,242
Asia Regional	Aviation Conference	Conference	Foreign Trade Association of Southern California	Los Angeles	CA	330,114
Asia Regional	Emergency Management Conference	Conference	ICF Kaiser, Inc.	Fairfax	VA	298,346
Asia Regional	South Asia Energy Conference	Conference	MFM Group, Inc.	Washington	DC	309,998

TOTAL FOR ASIA \$9,319,548

EUROPE						
Albania	SBDI Rail Signaling System	Procurement Assistance	Selection in progress			\$1,600,000
Albania	SBDI Port of Durres Intermodal Container Facility	Definitional Mission	CORE International, Inc.	Washington	DC	25,000
Albania	SBDI Port of Durres Intermodal Container Facility - Phase I	Feasibility Study	Moffatt and Nichol	New York	NY	160,000
Bosnia & Herzegovina	Energy Sector Senior Advisor	Technical Assistance	Morrison Knudsen Corporation	Boise	ID	273,601
Bosnia & Herzegovina	EKIS Communications Pilot Projects	Feasibility Study	HGC	Incline Village	NV	233,290
Bosnia & Herzegovina	Konjic Greenfield Hydroelectric Power Plant	Desk Study	Platinum Energy Services, Inc.	Ponte Vedra Beach	FL	2,500
Bosnia & Herzegovina	Konjic Greenfield Hydroelectric Power Plant	Feasibility Study	Morrison Knudsen Corporation	Boise	ID	402,879
Bosnia & Herzegovina	Brcko Port Projects	Feasibility Study	Parsons Brinckerhoff	New York	NY	292,500
Bosnia & Herzegovina	Infrastructure and Industrial Development Program	Definitional Mission	CORE International	Washington	DC	25,000
Bosnia & Herzegovina	Telecom Sector Analysis	Desk Study	Comprehensive Language Center, Inc.	Arlington	VA	478
Bosnia & Herzegovina	Power Purchase Agreement	Technical Assistance	Taylor-DeJongh, Inc.	Washington	DC	70,000
Bosnia & Herzegovina	Metal Mines Rehabilitation - Federation	Feasibility Study	Selection in progress			218,500
Bosnia & Herzegovina	Middle Bosnia/Tuzla Coal Mines	Desk Study	Gustavson Associates, Inc.	Boulder	CO	2,500
Bosnia & Herzegovina	Middle Bosnia/Tuzla Coal Mines	Feasibility Study	Marston and Marston	St. Louis	MO	351,400
Bosnia & Herzegovina	Information Technologies Projects	Definitional Mission	Techspan, Incorporated	Fairfax	VA	24,999
Bosnia & Herzegovina	World Bank SCADA Project	Desk Study	ACES, Inc.	Burlingame	CA	2,500
Bosnia & Herzegovina	World Bank SCADA Project	Feasibility Study	Selection in progress			328,200
Bosnia & Herzegovina	PTT Cable Television Demonstration Project	Feasibility Study	Selection in progress			199,265
Bosnia & Herzegovina	PTT Cable Television Demonstration Project	Technical Assistance	Selection in progress			439,900
Bosnia & Herzegovina	Elektroprivreda Telecommunications Project	Feasibility Study	Selection in progress			184,414
Bosnia & Herzegovina	Elektroprivreda Telecommunications Pilot Project	Technical Assistance	Selection in progress			504,000
Bosnia & Herzegovina	Mostar Water Supply and Sewage Disposal	Desk Study	RKR & Associates	Rego Park	NY	2,500
Bosnia & Herzegovina	IFC Agribusiness	Technical Assistance	Selection in progress			255,000
Bosnia & Herzegovina	Mostar Sewage Disposal	Feasibility Study	Selection in progress			325,000
Bulgaria	SBDI Railways Commercialization Assistance	Technical Assistance	Don Breazeale & Associates	Rancho Santa Fe	CA	290,000
Bulgaria	SBDI Southern Highway By-Pass	Feasibility Study	DeLeuw, Cather International, Inc.	Washington	DC	400,000
Bulgaria	SBDI Diesel Locomotive Fleet Rehabilitation	Desk Study	Raul V.Bravo & Associates	Vienna	VA	2,500
Bulgaria	SBDI Diesel Locomotive Fleet Rehabilitation	Feasibility Study	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	250,000
Bulgaria	SBDI Varna Port Equipment	Desk Study	Leonard Sugin, C. E.	Baldwin	NY	2,500
Bulgaria	SBDI Varna Port/Sofia Intermodal Equipment	Procurement Assistance	Selection in progress			780,000
Bulgaria	Bulgargaz Gas Storage Facility	Desk Study	Enertech International, Inc.	Grasonville	MD	2,500
Croatia	Air Traffic Control Training	Training	USDOT/FAA/Office of International Aviation	Washington	DC	140,000
Czech Republic	Valaske Mezirici Waste to Energy Power Project	Feasibility Study	Duke Engineering & Services Inc.	Charlotte	NC	62,500
Czech Republic	Ethylbenzene Production Plant	Definitional Mission	Advanced Engineering Associates International, Inc.	Watertown	MA	9,998
Czech Republic	Ethylbenzene Production Plant	Feasibility Study	Chem Systems, Inc.	Tarrytown	NY	230,000
Czech Republic	Wagon Fleet Refurbishment	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Czech Republic	Finance Ministry MIS Expansion	Feasibility Study	Selection in progress			242,609
Czech Republic	FPD Local Telephone Service	Desk Study	Competitive Strategies Group	Chicago	IL	2,500
Czech Republic	FPD Local Telephone Service	Feasibility Study	Teleconsult, Inc.	Washington	DC	73,725
Czech Republic	Uranium Ore Leach Field Remediation	Desk Study	Energetics Development, Inc.	White Plains	MD	4,000
Czech Republic	Ostramo Oil Sludge Lagoons Remediation	Desk Study	Energetics Development, Inc.	White Plains	MD	3,500
Hungary	Joint Venture Pipe Manufacturing	Desk Study	ENPRO	Walnut Creek	CA	2,500
Hungary	Joint Venture Pipe Manufacturing	Feasibility Study	Pacific Roller Die Company, Inc.	Hayward	CA	178,565
Hungary	Environmental Projects	Definitional Mission	Stephen F. Dachi	Arlington	VA	24,800
Hungary	Data Networking	Definitional Mission	Competitive Strategies Group	Chicago	IL	24,726
Hungary	MOL Refinery Wastewater	Feasibility Study	Millennium Science & Engineering, Inc.	McLean	VA	279,596
Hungary	Budapest Airport Regional Hub	Desk Study	CORE International, Inc.	Washington	DC	2,500
Hungary	Budapest Airport Regional Hub	Feasibility Study	Selection in progress			250,000
Hungary	National Judiciary Information Technology	Feasibility Study	Selection in progress			160,380
Hungary	Eurotel Network Management	Feasibility Study	Selection in progress			118,310
Hungary	Ministry of Interior Nationwide Information Network	Feasibility Study	Selection in progress			184,450
Latvia	State Data Communications Network Pilot	Definitional Mission	Jerry Freibaum	Bethesda	MD	17,500

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COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Macedonia	SBDI Railway MIS	Desk Study	J.H. Winner, Inc.	Potomac	MD	2,500
Macedonia	SBDI Railway MIS	Technical Assistance	A&L Associates	Cambridge	MA	60,000
Macedonia	SBDI Locomotive Swap and Upgrade	Desk Study	Business Promotion Consultants, Inc.	Forestville	MD	500
Macedonia	SBDI Fiber Optic Cabling and Safety Devices	Definitional Mission	William F. Hennessey	Exeter	NH	25,000
Macedonia	SBDI Railroad Design Software	Procurement Assistance	Selection in progress			47,000
Macedonia	SBDI Railroad Safety Equipment	Procurement Assistance	Selection in progress			1,225,000
Malta	Interactive Upgrade Cable TV Project	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Poland	Motorways Program	Other	Louis Berger International, Inc.	Washington	DC	19,545
Poland	World Bank Krakow Energy Efficiency Project	Desk Study	Brooks Howell	Great Falls	VA	1,000
Poland	World Bank Krakow Energy Efficiency Project	Technical Assistance	Schiller Associates	Oakland	CA	95,726
Poland	Industrial CHP Gas Turbine Conversion	Desk Study	Schiller Associates	Oakland	CA	2,525
Poland	Industrial CHP Gas Turbine Conversion	Feasibility Study	Wilton InterPower, LLC	San Diego	CA	194,534
Poland	Environmental Projects	Definitional Mission	Energy and Environmental Consulting Engineers (EECE)	Mission Viejo	CA	34,600
Poland	Ministry of Finance WAN Project	Definitional Mission	Competitive Strategies Group	Chicago	IL	4,500
Poland	PKP Rail/Telecom	Definitional Mission	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	24,932
Poland	Raba River Basin Environmental Technology	Feasibility Study	Selection in progress			250,000
Poland	Polish Tax WAND System	Feasibility Study	Selection in progress			191,900
Poland	Energobaltic Waste Gas Recovery	Feasibility Study	Selection in progress			275,000
Poland	EBRD Municipal Infrastructure Project Development	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	2,500
Poland	Tel-Energio Officials OV	Orientation Visit	Teleconsult International Services, LLC	Washington	DC	50,000
Romania	Local Distribution Pilot Project	Desk Study	Richard J. Jackson	Andover	MA	2,500
Romania	Constanta-to-Trieste Oil Pipeline	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Romania	Constanta Port Projects	Definitional Mission	Leonard Sugin, C. E.	Baldwin	NY	24,997
Romania	LPG Project	Feasibility Study	Energy Transportation Group, Inc.	New York	NY	344,000
Romania	Warehousing and Distribution Center	Desk Study	Sklar and Associates	Washington	DC	2,500
Romania	Truck Upgrade and Maintenance Network Project	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Romania	Truck Upgrade and Maintenance Network Project	Feasibility Study	Selection in progress			103,000
Romania	Constanta Oil Terminal Modernization	Feasibility Study	Selection in progress			185,000
Slovak Republic	District Heating and Power	Definitional Mission	Power Tech Associates, PC.	Paramus	NJ	24,782
Slovenia	Environmental Treatment Facilities	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Turkey	Izmit Cogeneration	Feasibility Study	Energy Transportation Group, Inc.	New York	NY	261,600
Turkey	BOTAS Advisory Assistance	Technical Assistance	C.C. Pace Consulting, LLC	Fairfax	VA	1,073,000
Turkey	BOTAS Technical Advisor	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	25,000
Turkey	Eskisehir Natural Gas-fired Power Generation	Desk Study	Commonwealth Power Corporation	Norfolk	VA	2,500
Turkey	Railway Sector	Definitional Mission	TransTech Management	Wayland	MA	24,999
Turkey	Environmental Sector	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,998
Turkey	Earthquake Reconstruction	Other	Ben Martin	Escondido	CA	107
Turkey	Antalya Landfill Project	Desk Study	Jim Poellot	Delmont	PA	2,500
Turkey	Antalya GIS	Desk Study	Harvard Design and Mapping Co., Inc.	Cambridge	MA	2,500
Turkey	Antalya GIS	Feasibility Study	Intergraph Corporation	Huntsville	AL	200,000
Europe Regional	Project Analyst	Technical Assistance	Paul Marin	Washington	DC	74,400
Europe Regional	Trans-Balkan Pipeline	Feasibility Study	AMBO, LLC	Pound Ridge	NY	588,000
Europe Regional	SBDI Regional Highway Mobile Laboratory Equipment	Desk Study	William F. Hennessey	Exeter	NH	3,500
Europe Regional	SBDI Regional Highway Mobile Laboratory Equipment	Procurement Assistance	Selection in progress			1,230,000
Europe Regional	SBDI Regional Traffic Analysis Counting Equipment	Procurement Assistance	Selection in progress			1,000,000
Europe Regional	Romania and Czech Republic Telecom	Definitional Mission	Transportation & Economic Research Associates, Inc. (TERA)	Dulles	VA	24,766
Europe Regional	Central European Pharmaceutical OV	Orientation Visit	Pharmaceutical Research and Manufacturers of America	Washington	DC	81,510
Europe Regional	SBDI Coordinating Group Meeting	Conference	Koeppen, Elliott & Associates, Ltd.	Washington	DC	105,177
Europe Regional	SBDI TTOFC Terminal Project	Definitional Mission	W.H. Thompson	Coronado	CA	25,000
Europe Regional	Czech/Slovene Telecom Officials	Orientation Visit	Parter International	New York	NY	79,302
Europe Regional	Central/Eastern European Chemicals	Orientation Visit	World Travel Service	McLean	VA	15,000
			Advanced Engineering Associates International, Inc.	Watertown	MA	75,400
			World Travel Service	McLean	VA	21,000
Europe Regional	Regional Emergency Telecom Services	Conference	Science & Engineering Associates, Inc.	Albuquerque	NM	136,012
Europe Regional	Regional Environmental Conference	Conference	MFM Group, Inc.	Washington	DC	295,763
Europe Regional	World Bank Trade and Transport Facilitation Project	Desk Study	Telematics Engineering	Reston	VA	2,500
Europe Regional	World Bank Trade and Transport Facilitation Project – Business Briefing	Technical Assistance	Selection in progress			2,500
Europe Regional	Balkan Outreach	Definitional Mission	Harral, Winner, Thompson, Sharp, Lawrence, Inc.	Arlington	VA	24,983
Europe Regional	Balkan Outreach	Conference	Various U.S. firms	Rockville	MD	133,948
Europe Regional	SBDI Secretariat	Technical Assistance	U.S. Embassy	Tirana	Albania	21,900
			TOTAL FOR EUROPE		\$18,426,966	
LATIN AMERICA						
Argentina	National Airports System Privatization	Technical Assistance	USDOT/Federal Aviation Administration	Washington	DC	\$75,000
Argentina	Forestry Sector	Orientation Visit	Technical Resources International, Inc.	Rockville	MD	2,173
Argentina	General Belgrano Railway Investment Plan	Feasibility Study	Selection in progress			336,000
Argentina	National Airspace Monitoring System	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Argentina	PASA Ethylene Cracker	Desk Study	SR Group, Inc.	Houston	TX	2,500
Argentina	PASA Ethylene Cracker Phase I	Feasibility Study	Chem Systems, Inc.	Tarrytown	NY	75,000
Argentina	Ports and Navigation Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	59,439
Argentina	VTS National Standards	Desk Study	James A. Atkinson	Waynesboro	VA	3,500

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COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Argentina	Buenos Aires ITS Architecture	Desk Study	Hernan E. Pena, Jr.	Charleston	SC	2,500
Argentina	Trasandino del Sur Rail Project	Desk Study	Transport and Management Consultants, Inc.	Arlington	VA	3,483
Argentina	Buenos Aires Commuter Lane Barrier System	Desk Study	William Thornhill & Associates	Falls Church	VA	2,500
Bolivia	Railroad Sector Projects	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Bolivia	Aiquille - Santa Cruz Railroad Interconnection	Feasibility Study	Hagler Bailly Services, Inc.	Arlington	VA	85,000
Bolivia	Power Projects	Desk Study	Delta Research Company	Chicago	IL	2,500
Brazil	Port Projects Opportunities	Orientation Visit	MFM Group, Inc.	Bethesda	MD	3,930
Brazil	IDB Sao Rafael Hospital Expansion	Feasibility Study	Genesis Healthcare International, Inc.	Houston	TX	146,000
Brazil	Tropical Fruit Processing	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	78,350
Brazil	Water and Wastewater Projects	Orientation Visit	Consultants Group/Latin America (CG/LA)	Washington	DC	75,893
Brazil	Power Sector	Definitional Mission	Commonwealth Power Corporation	Norfolk	VA	20,765
Brazil	Santa Casa Hospital Project	Desk Study	Stephen F. Dachi	Arlington	VA	2,500
Brazil	Port of Suape Container Terminal Project	Desk Study	Gray Greene	Raleigh	NC	2,475
Brazil	IFC Port of Suape Container Terminal Project	Technical Assistance	Frederic R. Harris	New York	NY	277,000
Brazil	Minas Gerais Mining	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,354
Brazil	ADTP Gas-Fired Cogeneration Power Projects Phase I	Feasibility Study	Selection in progress			129,200
Brazil	Santa Catarina Mine-Mouth Coal Fired Power	Feasibility Study	Parsons Energy & Chemicals Group, Inc.	Reading	PA	214,150
Brazil	Electric Utilities Energy Efficiency	Orientation Visit	ICF Kaiser, Inc.	Fairfax	VA	89,052
Brazil	MBR Iron Ore Benefication Plant Automation	Technical Assistance	Selection in progress			34,000
Brazil	SEDEX Lead-Zinc Project	Technical Assistance	Selection in progress			300,000
Chile	Energia Verde Sawmill and Lumber Remanufacturing	Feasibility Study	The Beck Group	Portland	OR	320,000
Chile	Lota Port Integral Development	Feasibility Study	Louis Berger International, Inc.	Washington	DC	106,000
Chile	Valparaiso Port Projects and Ports Strategy	Definitional Mission	Leonard Sugin, C. E.	Baldwin	NY	39,986
Chile	Public Works Officials	Orientation Visit	TDC Partners	Alexandria	VA	15,000
Chile	Irrigation Officials	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	43,543
Chile	Ventanas Clean Petroleum Products Terminal	Feasibility Study	Selection in progress			250,000
Chile	Ventanas Port Enhancement Projects	Feasibility Study	Selection in progress			230,000
Colombia	IIC El Gavilan Aircraft Manufacturing Facility	Feasibility Study	The Perry Group LLC	Salt Lake City	UT	86,000
Colombia	Port Projects	Definitional Mission	Ogden Beeman & Associates, Inc.	Portland	OR	24,995
Costa Rica	Oil Sludge Recovery Project	Desk Study	ECODIT, Inc.	Arlington	VA	5,000
Costa Rica	Rail Privatization	Technical Assistance	Selection in progress			193,000
Costa Rica	Juan Santamaria International Airport Concession	Definitional Mission	OED Airport & Aviation Consultants	Ridgefield	CT	17,007
Ecuador	Jatunyacu Hydroelectric Power Project	Desk Study	Commonwealth Power Corporation	Wachapreague	VA	2,500
Ecuador	Jatunyacu Hydroelectric Power Project	Feasibility Study	Harza Engineering Company	Chicago	IL	300,000
El Salvador	National Railroad Rehabilitation	Feasibility Study	Selection in progress			199,000
El Salvador	Power Sector	Definitional Mission	Commonwealth Power Corporation	Virginia Beach	VA	23,375
Guyana	Hydroelectric Power Project	Desk Study	Richard Hunt Associates, Inc.	Annapolis	MD	4,725
Guyana	IDB Hydroelectric Power Project	Feasibility Study	Selection in progress			406,000
Mexico	TFM Intermodal Project	Feasibility Study	Selection in progress			240,000
Mexico	Mexico City Traffic Signaling	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Panama	Canal Transportation	Feasibility Study	Selection in progress			400,000
Panama	Canal Transportation	Desk Study	James McCarville	Pittsburgh	PA	2,500
Panama	Panama Canal Synchrolift Project	Feasibility Study	Synchrolift	Miami	FL	400,000
Panama	Mining Sector	Orientation Visit	Montana World Trade Center (MWTC)	Missoula	MT	6,000
Panama	Regional Electric Utility Infrastructure	Desk Study	Power Tech Associates, P.C.	Paramus	NJ	3,850
Peru	Four Electricity Power Projects	Feasibility Study	Selection in progress			110,000
Peru	Ocono Hydroelectric Power Project	Feasibility Study	Harza Engineering Company International, L.P.	Chicago	IL	324,000
Peru	IIC San Jacinto Sugar Mill Project	Desk Study	CORE International, Inc.	Washington	DC	1,500
Peru	IIC San Jacinto Sugar Mill Project	Feasibility Study	Shenandoah Partners, LLC	Warrenton	VA	67,880
Uruguay	Deep Water Port of La Paloma	Conference	Louis Berger International, Inc.	Washington	DC	15,795
Venezuela	Corpowen Natural Gas Liquids Extraction Process/ Gas Pipeline Projects	Desk Study	Intratech, Inc.	McLean	VA	2,500
Venezuela	CADAFE La Vueltoosa Hydroelectric Project	Desk Study	Delta Research Company	Evanston	IL	1,500
Venezuela	Carabobo Industrial Hazardous Waste	Feasibility Study	Burns & McDonnell	Kansas City	MO	100,000
Venezuela	Maturin Airport	Feasibility Study	AAROTEC, Inc.	Fairfax	VA	300,000
Venezuela	Western Rail	Feasibility Study	Tomen America, Inc.	New York	NY	275,000
Venezuela	Metro De Caracas Light Rail Extension	Feasibility Study	Louis Berger International / World Travel, Inc.	Washington	DC	396,853
Venezuela	PDVSA Power/Energy Projects	Definitional Mission	Pace Global Energy Services	Fairfax	VA	23,400
Venezuela	PDVSA Environmental Projects	Definitional Mission	Environmental Engineering and Remediation, Inc.	Portland	ME	24,620
Venezuela	SISMAR Environmental Information System	Desk Study	Alexander X, Inc.	LaJolla	CA	2,500
Venezuela	Telecommunications Sector	Orientation Visit	Meridian International Center	Washington	DC	62,091
Venezuela	Barcelona Airport	Desk Study	CORE International, Inc.	Washington	DC	1,000
Venezuela	National Airport Projects	Definitional Mission	Montgomery Consulting Group, Inc.	Maitland	FL	25,000
Venezuela	CADAFE and ELECAR Power Projects	Definitional Mission	Econergy International Corporation	Washington	DC	24,687
Venezuela	Waste Iron Oxide/Petroleum Coke Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Venezuela	Power Generation Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	71,175
Venezuela	Technical Advisor for CONATEL	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Latin America Regional	Regional Wastewater Treatment Technologies Seminar	Conference	U.S. Embassy (Caracas)			8,070
Latin America Regional	Costa Rica/El Salvador Rail Projects	Definitional Mission	Transportation & Management Consultants, Inc.	Arlington	VA	24,302
Latin America Regional	MERCOSUR Environmental Sector Briefing Book	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	5,000
Latin America Regional	LA/C Project Analyst	Technical Assistance	Sally Roever	Berkeley	CA	13,292
Latin America Regional	ITS Conference	Orientation Visit	Intelligent Transportation Society of America	Washington	DC	47,000

FY 1999 Program Activities — *By Region*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Latin America Regional	ITS Conference	Desk Study	Raul V.Bravo & Associates	Vienna	VA	2,500
Latin America Regional	APTA Safety Standards	Orientation Visit	Chemonics International, Inc.	Washington	DC	93,688
Latin America Regional	Information Technology Industry Officials	Orientation Visit	Technical Resources International, Inc.	Rockville	MD	49,573
Latin America Regional	Solid Waste Infrastructure Projects-Brazil/Mexico	Desk Study	Charles Peterson	Easton	PA	5,000
Latin America Regional	Regional Airlines Aircraft Initiative	Orientation Visit	Koeppen, Elliott & Associates/S. Hubbard	Washington	DC	140,693
TOTAL FOR LATIN AMERICA						\$7,596,864
NEW INDEPENDENT STATES						
Armenia	Ashtarak Semiconductor Plant	Desk Study	Global Resources	Corona Del Mar	CA	\$5,000
Armenia	Ashtarak Semiconductor Plant	Desk Study	Emercon LLC	Arlington	VA	2,500
Azerbaijan	Refinery Project	Desk Study	CEVCO	Herndon	VA	2,500
Azerbaijan	Refinery Project	Feasibility Study	Merichen	Houston	TX	500,000
Azerbaijan	Cardio Hospital Project	Desk Study	World Development Group	Bethesda	MD	2,500
Azerbaijan	Cardio Hospital Project	Feasibility Study	DeBakey Pechersky Corporation	Houston	TX	375,000
Azerbaijan	Chemical Industry	Definitional Mission	Environmental Compliance, Inc.	Farmington Hills	MI	21,277
Azerbaijan	Baku Newtown Land Development Project	Desk Study	Emercon LLC	Arlington	VA	5,000
Azerbaijan	SOCAR Gas Study	Desk Study	S.H.Lucas & Associates	Pasadena	CA	2,500
Azerbaijan	Azerichimia Caustic Soda Project	Feasibility Study	Eurasia Link, Ltd.	Rochester	NY	400,000
Azerbaijan	Water Sector	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	19,992
Georgia	Trans-Caspian Pipeline	Technical Assistance	Radian International	Austin	TX	205,020
Georgia	Fruit/Vegetable Sorting and Processing Facility	Desk Study	Doyle Peterson	Gaithersburg	MD	2,500
Georgia	Fruit/Vegetable Sorting and Processing Facility	Feasibility Study	Caucasus Advisors	Boston	MA	200,000
Kazakhstan	EBRD Railways Restructuring	Technical Assistance	J.H.Winner, Inc.	Potomac	MD	58,502
Kazakhstan	EBRD Railways Restructuring	Procurement Assistance	Transportation and Economic Research Associates, Inc. (TERA)	Sterling	VA	135,000
Kazakhstan	Naimanjal Gold Mine	Desk Study	Gustavson Associates, Inc.	Boulder	CO	2,500
Kazakhstan	Astana Gas Pipeline	Feasibility Study	BSI Industries, Inc.	Columbus	OH	500,000
Kazakhstan	Petroleum Data Base	Feasibility Study	University of Oklahoma, Sarkeys Energy Center	Norman	OK	550,000
Kazakhstan	Air Traffic Control	Definitional Mission	Olesya E. Cooper	Silver Spring	MD	19,285
Kazakhstan	WB Power Transmission Project	Desk Study	John M. Peschon	Middletown	CA	2,500
Russia	Far East AIC Management System Upgrade	Feasibility Study	Booz-Allen & Hamilton, Inc.	McLean	VA	667,000
Russia	Water Supply and Wastewater Treatment	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	5,000
Russia	Seversky Tube Works Modernization	Feasibility Study	ICF Kaiser Engineers, Inc.	Pittsburgh	PA	300,000
Russia	Arctic Energy Efficiency	Feasibility Study	Ecotrade, Inc.	Glendale	CA	137,500
Russia	Treasury Automation - St. Petersburg	Feasibility Study	Oracle Corporation	Redwood Shores	CA	500,000
Russia	Meat Processing Facility	Feasibility Study	Weiler & Company, Inc.	Whitewater	WI	209,200
Russia	Railroad Bearings Project	Feasibility Study	BRENCO, Incorporated	Petersburg	VA	450,000
Russia	Domodedovo and Sherepmetevo Airport Information Technology	Desk Study	WM Associates	Camdenton	MO	5,000
Russia	Wood Fired Heat/Power Plants	Desk Study	Overseas Trade & Investment Services, LLC	Washington	DC	2,500
Russia	Far East Fishing Vessel	Desk Study	Natural Resources Consultants Inc.	Seattle	WA	5,000
Russia	Sheremetyevo Airport Information Technology Upgrades	Feasibility Study	ARINC, Incorporated	Annapolis	MD	198,095
Russia	Tartarstan Regional Bank	Desk Study	The Moran Company	Arlington	VA	2,500
Russia	Cargo Tracking and Transportation Management	Desk Study	William F.Hennessey	Exeter	NH	2,500
Russia	Cargo Tracking and Transportation Management	Feasibility Study	ORBCOMM	Herndon	VA	221,824
Russia	Nizhni Novgorod Regional Potato Project	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,492
Russia	Egury Pipeline	Desk Study	CEVCO	Herndon	VA	4,713
Russia	Egury Pipeline	Feasibility Study	Teton Petroleum Company	Steamboat Springs	CO	300,000
Russia	World Bank District Municipal Heating	Desk Study	Youdal Group	Houston	TX	2,500
Russia	World Bank District Municipal Heating	Technical Assistance	Yevgeny Guterma	Madison	WI	163,700
Russia	Pharmaceutical Clearinghouse	Desk Study	Andrew E. Barer	Washington	DC	2,500
Russia	Elga Coal Mine	Desk Study	Behre Dolbear & Company	New York	NY	2,500
Russia	Ethylene Modernization Plant	Desk Study	S.H.Lucas & Associates	Pasadena	CA	2,500
Russia	Ethylene Modernization Plant	Feasibility Study	ABB Lummus Global, Inc.	Bloomfield	NJ	149,000
Russia	Custom Farming Service Centers	Desk Study	The Moran Company	Arlington	VA	4,000
Russia	Chelyabinsk Nuclear Waste Clean Up	Desk Study	Energy and Environmental Consulting Engineers (EECE)	Mission Viejo	CA	4,000
Turkmenistan	Greenfield Aluminum Smelter	Feasibility Study	Bechtel Corporation	Englewood	CO	450,000
Turkmenistan	Trans-Caspian Gas Pipeline	Technical Assistance	Taylor-DeJongh, Inc.	Washington	DC	745,000
Turkmenistan	Trans-Caspian Gas Pipeline (Selection Process)	Technical Assistance	S.H.Lucas & Associates	Pasadena	CA	18,908
Turkmenistan	Trans-Caspian Gas Pipeline (Legal Advisory Services)	Technical Assistance	Bernard Oxman	Miami	FL	43,257
Ukraine	World Bank Donetsk Environment Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Ukraine	World Bank Donetsk Environment Project	Technical Assistance	Booz-Allen & Hamilton, Inc.	McLean	VA	200,000
Ukraine	ZALK Smelter Conversion	Desk Study	ENPRO	Walnut Creek	CA	5,000
Ukraine	ZALK Smelter Conversion	Feasibility Study	Kaiser Aluminum	Spokane	WA	240,900
Ukraine	Lube Oil and Lubricant Production	Desk Study	S.H.Lucas & Associates	Pasadena	CA	4,800
Uzbekistan	Agricultural Restructuring	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,488
Uzbekistan	World Bank Agricultural Restructuring	Technical Assistance	Selection in progress			585,710
Uzbekistan	Emergency Hospital Medical Center	Desk Study	World Development Group	Bethesda	MD	2,500
Uzbekistan	Emergency Hospital Medical Center	Feasibility Study	V&S Coporation	Williamsville	NY	386,065
NIS Regional	NIS Project Analyst	Technical Assistance	Cynthia B.Paddock	Washington	DC	25,000
NIS Regional	Caspian Finance Center	Technical Assistance	Various U.S. entities			463,968
NIS Regional	Turkmenistan/Georgia Technical Assistance Preparation	Desk Study	S.H.Lucas & Associates	Pasadena	CA	3065
NIS Regional	Caspian Region Infrastructure Projects	Orientation Visit	Louis Berger International, Inc.	Washington	DC	338,126

FY 1999 Program Activities — *By Region*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
NIS Regional	Caspian Region Infrastructure Seminar - New Orleans	Conference	Various U.S. firms	New Orleans	LA	20,162
NIS Regional	Caucasus Regional Rail Initiative	Definitional Mission	TransTech Management	Wayland	MA	13,500
NIS Regional	Caucasus Region Customs Harmonization	Definitional Mission	Management Strategies, Inc.	Trumbull	CT	24,992
TOTAL FOR NIS						\$9,931,541
MULTI-REGIONAL						
Multi-Regional	World Bank Trust Funds Replenishment	Other	Designated for U.S. firms			\$500,000
Multi-Regional	TDA/OPIC/DOC/EX-IM Training Conference	Conference	Various U.S. entities			35,764
Multi-Regional	Power Conference	Conference	Technical Resources International, Inc.	Rockville	MD	382,764
Multi-Regional	Power Conference Briefing Book	Technical Assistance	Technical Resources International, Inc.	Rockville	MD	149,811
Multi-Regional	Power Conference	Orientation Visit	World Travel Service	McLean	VA	199,511
Multi-Regional	Power Conference - Project Technical Advisor	Technical Assistance	Commonwealth Power Corporation	Norfolk	VA	5,000
Multi-Regional	Investment Bank Outreach	Technical Assistance	Michael A. Bucciero, Jr.	Montclair	NJ	2,499
Multi-Regional	Port Sector Analysis	Desk Study	Michael A. Bucciero, Jr.	Montclair	NJ	2,500
Multi-Regional	Port Conference	Conference	Transportation and Economic Research Associates, Inc. (TERA)	Washington	DC	348,706
TOTAL FOR MULTI-REGIONAL						\$1,626,555
GRAND TOTAL						\$57,046,863

FY 1999 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
AGRIBUSINESS						
Africa/Middle East						
Angola	Fish Processing Plant Upgrade	Desk Study	The GIC Group	Alexandria	VA	\$8,773
Egypt	East Oweinat Food Processing Complex	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,492
Egypt	East Oweinat Food Processing Complex	Feasibility Study	Frederic R.Harris	Boston	MA	185,000
Mali	Sugar Factory	Desk Study	CORE International, Inc.	Washington	DC	2,500
Mali	Sugar Factory	Feasibility Study	F.C. Schaffer & Associates	Baton Rouge	LA	250,000
Namibia	IFC Cotton Gin Project	Technical Assistance	Cargill Technical Services, Inc.	Washington	DC	44,000
South Africa	Bagasse Hydrolysis Project	Desk Study	DBL Associates	Fogelsville	PA	2,500
South Africa	Bagasse Hydrolysis Project	Feasibility Study	Arkenol, Inc.	Mission Viejo	CA	204,000
South Africa	Ethyl Lactate Facility	Desk Study	CORE International, Inc.	Washington	DC	2,500
Asia						
Vietnam	VINASUGAR Mill Project	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	94,817
Europe						
Bosnia & Herzegovina	IFC Agribusiness	Technical Assistance	Selection in progress			255,000
Latin America						
Argentina	Forestry Sector	Orientation Visit	Technical Resources International, Inc.	Rockville	MD	2,173
Brazil	Tropical Fruit Processing	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	78,350
Chile	Irrigation Officials	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	43,543
Peru	IIC San Jacinto Sugar Mill Project	Desk Study	CORE International, Inc.	Washington	DC	1,500
Peru	IIC San Jacinto Sugar Mill Project	Feasibility Study	Shenandoah Partners, LLC	Warrenton	VA	67,880
New Independent States						
Georgia	Fruit/Vegetable Sorting and Processing Facility	Desk Study	Doyle Peterson	Gaithersburg	MD	2,500
Georgia	Fruit/Vegetable Sorting and Processing Facility	Feasibility Study	Caucasus Advisors	Boston	MA	200,000
Russia	Meat Processing Facility	Feasibility Study	Weiler & Company, Inc.	Whitewater	WI	209,200
Russia	Far East Fishing Vessel	Desk Study	Natural Resources Consultants Inc.	Seattle	WA	5,000
Russia	Nizhni Novgorod Regional Potato Project	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,492
Russia	Custom Farming Service Centers	Desk Study	The Moran Company	Arlington	VA	4,000
Uzbekistan	Agricultural Restructuring	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,488
Uzbekistan	World Bank Agricultural Restructuring	Technical Assistance	Selection in progress			585,710
TOTAL AGRIBUSINESS						\$2,256,418
ENERGY & POWER						
Africa/Middle East						
Djibouti	Assal Geothermal Power Plant	Desk Study	Geothermal Management Company, Inc.	Frisco	CO	\$2,500
Djibouti	Assal Geothermal Power Plant	Feasibility Study	Geothermal Development Associates	Reno	NV	90,000
Egypt	Power Generation	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Washington	DC	34,374
Ethiopia	World Bank Rural Electrification	Desk Study	Schiller Associates	Oakland	CA	2,500
Ethiopia	World Bank Rural Electrification Phase II	Technical Assistance	National Rural Electric Cooperative Association	Arlington	VA	43,000
Ethiopia	World Bank Rural Electrification Phase II	Technical Assistance	National Rural Electric Cooperative Association	Arlington	VA	133,500

FY 1999 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Ghana	Tema Oil Refinery Power Plant	Feasibility Study	Parsons Energy & Chemicals Group, Inc.	Reading	PA	184,000
Ghana	Esiama Combined Cycle Power Plant	Desk Study	Commonwealth Power Corporation	Norfolk	VA	2,500
Lebanon	Power Sector	Definitional Mission	Delta Research Company	Chicago	IL	24,220
Lebanon	World Bank EDL National Control Center	Technical Assistance	Stanley Kiejewski	Pottstown	PA	50,000
Oman	Barka 400MW Power and Desalination Project (99)	Training	Selection in progress			250,000
Africa Regional	Sub-Saharan SCADA	Orientation Visit	Alexis International, Inc.	Washington	DC	98,064
Africa Regional	Regional Power	Desk Study	Alexander X, Inc.	LaJolla	CA	6,000
Asia						
Bangladesh	Western Region Integrated Power Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Bangladesh	Western Region Integrated Power Project	Technical Assistance	Parsons Energy & Chemicals Group, Inc.	Houston	TX	167,806
India	Krishnapatnam Refinery/Cogeneration Project	Feasibility Study	Purvin & Gertz	Houston	TX	664,545
India	Transco Coal-Fired Thermal Power	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Indonesia	VB Domestic Gas Utilization	Desk Study	Nicholas Biederman	Chicago	IL	2,500
Indonesia	Natural Gas Development / Procurement Plan	Feasibility Study	Institute of Gas Technology	Chicago	IL	302,400
Thailand	North Bangkok Repowering Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Thailand	North Bangkok Repowering Project	Feasibility Study	Selection in progress			525,000
Thailand	PEA Information Technology	Desk Study	Frederick J. Bauer	Crownsville	MD	4,000
Vietnam	Central Vietnam Geothermal Power Plant	Technical Assistance	Selection in progress			250,000
Vietnam	Central Vietnam Geothermal Power Plant	Desk Study	Delta Research Company	Chicago	IL	4,000
Vietnam	Transmission Distribution Training	Training	U.S. Energy Association	Washington	DC	495,000
Asia Regional	South Asia Energy Conference	Conference	MFM Group, Inc.	Washington	DC	309,998
Europe						
Bosnia & Herzegovina	Energy Sector Senior Advisor	Technical Assistance	Morrison Knudsen Corporation	Boise	ID	273,601
Bosnia & Herzegovina	Konjic Greenfield Hydroelectric Power Plant	Desk Study	Platinum Energy Services, Inc.	Ponte Vedra Beach	FL	2,500
Bosnia & Herzegovina	Konjic Greenfield Hydroelectric Power Plant	Feasibility Study	Morrison Knudsen Corporation	Boise	ID	402,879
Bosnia & Herzegovina	Power Purchase Agreement	Technical Assistance	Taylor-DeJongh, Inc.	Washington	DC	70,000
Bosnia & Herzegovina	World Bank SCADA Project	Desk Study	ACES, Inc.	Burlingame	CA	2,500
Bosnia & Herzegovina	World Bank SCADA Project	Feasibility Study	Selection in progress			328,200
Poland	World Bank Krakow Energy Efficiency Project	Desk Study	Brooks Howell	Great Falls	VA	1,000
Poland	World Bank Krakow Energy Efficiency Project	Technical Assistance	Schiller Associates	Oakland	CA	95,726
Poland	Industrial CHP Gas Turbine Conversion	Desk Study	Schiller Associates	Oakland	CA	2,500
Poland	Industrial CHP Gas Turbine Conversion	Feasibility Study	Wilton InterPower, LLC	San Diego	CA	194,534
Poland	Energobaltic Waste Gas Recovery	Feasibility Study	Selection in progress			275,000
Slovak Republic	District Heating and Power	Definitional Mission	Power Tech Associates, P.C.	Paramus	NJ	24,782
Turkey	Izmit Cogeneration	Feasibility Study	Energy Transportation Group, Inc.	New York	NY	261,600
Turkey	Eskisehir Natural Gas-fired Power Generation	Desk Study	Commonwealth Power Corporation	Norfolk	VA	2,500
Latin America						
Bolivia	Power Projects	Desk Study	Delta Research Company	Chicago	IL	2,500
Brazil	Power Sector	Definitional Mission	Commonwealth Power Corporation	Norfolk	VA	20,765
Brazil	ADTP Gas-Fired Cogeneration Power Projects Phase I	Feasibility Study	Selection in progress			129,200
Brazil	Santa Catarina Mine-Mouth Coal Fired Power	Feasibility Study	Parsons Energy & Chemicals Group, Inc.	Reading	PA	214,150
Brazil	Electric Utilities Energy Efficiency	Orientation Visit	ICF Kaiser, Inc.	Fairfax	VA	89,052
Ecuador	Jatunyacu Hydroelectric Power Project	Desk Study	Commonwealth Power Corporation	Wachapreague	VA	2,500
Ecuador	Jatunyacu Hydroelectric Power Project	Feasibility Study	Harza Engineering Company International, L.P.	Chicago	IL	300,000
El Salvador	Power Sector	Definitional Mission	Commonwealth Power Corporation	Virginia Beach	VA	23,375
Guyana	Hydroelectric Power Project	Desk Study	Richard Hunt Associates, Inc.	Annapolis	MD	4,725
Guyana	IDB Hydroelectric Power Project	Feasibility Study	Selection in progress			406,000
Panama	Regional Electric Utility Infrastructure	Desk Study	Power Tech Associates, P.C.	Paramus	NJ	3,850
Peru	Four Electricity Power Projects	Feasibility Study	Selection in progress			110,000
Peru	Ocono Hydroelectric Power Project	Feasibility Study	Harza Engineering Company International, L.P.	Chicago	IL	324,000
Venezuela	CADAFE La Vueltoosa Hydroelectric Project	Desk Study	Delta Research Company	Evanston	IL	1,500
Venezuela	PDVSA Power/Energy Projects	Definitional Mission	Pace Global Energy Services	Fairfax	VA	23,400
Venezuela	CADAFE and ELECAR Power Projects	Definitional Mission	Econergy International Corporation	Washington	DC	24,687
Venezuela	Power Generation Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	71,175
New Independent States						
Azerbaijan	SOCAR Gas Study	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Kazakhstan	WB Power Transmission Project	Desk Study	John M. Peschon	Middletown	CA	2,500
Russia	Arctic Energy Efficiency	Feasibility Study	Ecotrade, Inc.	Glendale	CA	137,500
Russia	Wood Fired Heat/Power Plants	Desk Study	Overseas Trade & Investment Services, LLC	Washington	DC	2,500
Russia	World Bank District Municipal Heating	Desk Study	Youdal Group	Houston	TX	2,500
Russia	World Bank District Municipal Heating	Technical Assistance	Yevgeny Guterman	Madison	WI	163,700
Multi-Regional						
Multi-Regional	Power Conference	Conference	Technical Resources International, Inc.	Rockville	MD	382,764
Multi-Regional	Power Conference Briefing Book	Technical Assistance	Technical Resources International, Inc.	Rockville	MD	149,811
Multi-Regional	Power Conference	Orientation Visit	World Travel Service	McLean	VA	199,511
Multi-Regional	Power Conference - Project Technical Advisor	Technical Assistance	Commonwealth Power Corporation	Norfolk	VA	5,000
TOTAL ENERGY & POWER				\$8,389,894		

FY 1999 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
HUMAN RESOURCES						
Africa/Middle East						
Egypt	Alexandria Private Hospital	Desk Study	Eccles Associates, Inc.	New York	NY	\$2,500
Egypt	Alexandria Private Hospital	Feasibility Study	OMMA Healthcare, LLC	Evergreen	CO	145,000
Ivory Coast	PISAM Medical Equipment Tender	Training	Johns Hopkins University	Baltimore	MD	100,000
Yemen	Private Hospital	Feasibility Study	DSI International, Inc.	Park City	UT	186,690
Europe						
Europe Regional	Central European Pharmaceutical OV	Orientation Visit	Pharmaceutical Research and Manufacturers of America	Washington	DC	81,510
Latin America						
Brazil	IDB Sao Rafael Hospital Expansion	Feasibility Study	Genesis Healthcare International, Inc.	Houston	TX	146,000
Brazil	Santa Casa Hospital Project	Desk Study	Stephen F. Dachi	Arlington	VA	2,500
New Independent States						
Azerbaijan	Cardio Hospital Project	Desk Study	World Development Group	Bethesda	MD	2,500
Azerbaijan	Cardio Hospital Project	Feasibility Study	DeBakey Pechersky Corporation	Houston	TX	375,000
Uzbekistan	Emergency Hospital Medical Center	Desk Study	World Development Group	Bethesda	MD	2,500
Uzbekistan	Emergency Hospital Medical Center	Feasibility Study	V&S Coporation	Williamsville	NY	386,065
TOTAL HUMAN RESOURCES				\$1,430,265		
MANUFACTURING						
Africa/Middle East						
Egypt	Suez Petrochemical Project	Desk Study	CEVCO	Herndon	VA	\$2,500
Egypt	Suez Petrochemical Project	Feasibility Study	UOP,LLC	Des Plaines	IL	750,000
Egypt	Egyptian Oil Refinery	Definitional Mission	RKR & Associates	Rego Park	NY	24,974
Egypt	Suez Refinery Delayed Coker	Feasibility Study	Selection in progress			300,000
Egypt	Tinplate Industry	Desk Study	Alexander X, Inc.	LaJolla	CA	2,500
Yemen	Hayel Saeed Cement Plant	Feasibility Study	Selection in progress			400,000
Asia						
India	Oil and Gas Refinery Sector	Definitional Mission	S.H. Lucas & Associates	Pasadena	CA	25,000
India	Vadinar Petrochemical Complex	Feasibility Study	The Pace Consultants	Houston	TX	653,705
Korea	Yosu Refinery IGCC Project	Desk Study	Power Tech Associates, P.C.	Paramus	NJ	2,500
Korea	Yosu Refinery IGCC Project	Feasibility Study	Parsons Energy & Chemicals Group, Inc.	Reading	PA	347,688
Vietnam	Linear Alkylbenzene (LAB) Complex	Feasibility Study	UOP,LLC	Des Plaines	IL	51,027
Europe						
Czech Republic	Ethylbenzene Production Plant	Definitional Mission	Advanced Engineering Associates International, Inc.	Watertown	MA	9,998
Czech Republic	Ethylbenzene Production Plant	Feasibility Study	Chem Systems, Inc.	Tarrytown	NY	230,000
Hungary	Joint Venture Pipe Manufacturing	Desk Study	ENPRO	Walnut Creek	CA	2,500
Hungary	Joint Venture Pipe Manufacturing	Feasibility Study	Pacific Roller Die Company, Inc.	Hayward	CA	178,565
Romania	LPG Project	Feasibility Study	Energy Transportation Group	New York	NY	344,000
Europe Regional	Central/Eastern European Chemicals	Orientation Visit	Advanced Engineering Associates International, Inc.	Watertown	MA	75,400
			World Travel Service	McLean	VA	21,000
Latin America						
Argentina	PASA Ethylene Cracker	Desk Study	SR Group, Inc.	Houston	TX	2,500
Argentina	PASA Ethylene Cracker Phase I	Feasibility Study	Chem Systems	Tarrytown	NY	75,000
Brazil	MBR Iron Ore Beneficiation Plant Automation	Technical Assistance	Selection in progress			34,000
Chile	Energia Verde Sawmill and Lumber Remanufacturing	Feasibility Study	The Beck Group	Portland	OR	320,000
Venezuela	Copoven Natural Gas Liquids Extraction Process/ Gas Pipeline Projects	Desk Study	Intratech, Inc.	McLean	VA	2,500
New Independent States						
Armenia	Ashtarak Semiconductor Plant	Desk Study	Global Resources	Corona Del Mar	CA	5,000
Armenia	Ashtarak Semiconductor Plant	Desk Study	Emercon LLC	Arlington	VA	2,500
Azerbaijan	Refinery Project	Desk Study	CEVCO	Herndon	VA	2,500
Azerbaijan	Refinery Project	Feasibility Study	Merichen	Houston	TX	500,000
Azerbaijan	Chemical Industry	Definitional Mission	Environmental Compliance, Inc.	Farmington Hills	MI	21,277
Azerbaijan	Azerichimia Caustic Soda Project	Feasibility Study	Eurasia Link, Ltd.	Rochester	NY	400,000
Russia	Seversky Tube Works Modernization	Feasibility Study	ICF Kaiser Engineers, Inc.	Pittsburgh	PA	300,000
Russia	Ethylene Modernization Plant	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Russia	Ethylene Modernization Plant	Feasibility Study	ABB Lummus Global, Inc.	Bloomfield	NJ	149,000
Turkmenistan	Greenfield Aluminum Smelter	Feasibility Study	Bechtel Corporation	Englewood	CO	450,000
Ukraine	ZALK Smelter Conversion	Desk Study	ENPRO	Walnut Creek	CA	5,000
Ukraine	ZALK Smelter Conversion	Feasibility Study	Kaiser Aluminum	Spokane	WA	240,900
Ukraine	Lube Oil and Lubricant Production	Desk Study	S.H. Lucas & Associates	Pasadena	CA	4,800
TOTAL MANUFACTURING				\$5,938,834		
MINING & NATURAL RESOURCES						
Africa/Middle East						
South Africa	Lebowa Coalbed Methane Production and Utilization	Technical Assistance	Intratech	McLean	VA	\$1,000
South Africa	South Africa Oil and Gas	Feasibility Study	Fluor Daniel Intercontinental, Inc.	Sugar Land	TX	163,000

FY 1999 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
South Africa	Clean Coal Environmental Projects	Definitional Mission	Behre Dolbear & Company, Inc.	Denver	CO	24,640
South Africa	Fluidized Bed Combustion	Feasibility Study	Black & Veatch International	Overland Park	KS	500,000
Uganda	Northern Corridor Pipeline	Desk Study	Youdal Group	Houston	TX	2,500
Uganda	Northern Corridor Pipeline	Feasibility Study	Overseas Trade & Investment Services, LLC	Washington	DC	404,000
Africa/ME Regional	Petroleum Ministers	Orientation Visit	Corporate Council on Africa	Washington	DC	120,000
Asia						
Bangladesh	Strategic Gas Utilization Study	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	7,500
India	Jayamkondam Coal Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
India	Jayamkondam Coal Project	Feasibility Study	North American Coal Corporation	Dallas	TX	296,729
India	West Bengal Mining	Orientation Visit	Midland Standard, Inc.	Cleveland	OH	48,096
Vietnam	Gas Pipeline	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Europe						
Bosnia & Herzegovina	Metal Mines Rehabilitation - Federation	Feasibility Study	Selection in progress			218,500
Bosnia & Herzegovina	Middle Bosnia/Tuzla Coal Mines	Desk Study	Gustavson Associates, Inc.	Boulder	CO	2,500
Bosnia & Herzegovina	Middle Bosnia/Tuzla Coal Mines	Feasibility Study	Marston and Marston	St. Louis	MO	351,400
Bulgaria	Bulgargaz Gas Storage Facility	Desk Study	Enertech International, Inc.	Grasonville	MD	2,500
Romania	Constanta-to-Trieste Oil Pipeline	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Turkey	BOTAS Advisory Assistance	Technical Assistance	C.C. Pace Consulting, LLC	Fairfax	VA	1,073,000
Turkey	BOTAS Technical Advisor	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	25,000
Europe Regional	Trans-Balkan Pipeline	Feasibility Study	AMBO, LLC	Pound Ridge	NY	588,000
Latin America						
Brazil	Minas Gerais Mining	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,354
Brazil	SEDEX Lead-Zinc Project	Technical Assistance	Selection in progress			300,000
Panama	Mining Sector	Orientation Visit	Montana World Trade Center	Missoula	MT	6,000
New Independent States						
Georgia	Trans-Caspian Pipeline	Technical Assistance	Radian International	Austin	TX	205,020
Kazakhstan	Naimanjal Gold Mine	Desk Study	Gustavson Associates, Inc.	Boulder	CO	2,500
Kazakhstan	Astana Gas Pipeline	Feasibility Study	BSI Industries, Inc.	Columbus	OH	500,000
Kazakhstan	Petroleum Data Base	Feasibility Study	University of Oklahoma, Sarkeys Energy Center	Norman	OK	550,000
Russia	Egury Pipeline	Desk Study	CEVOD	Herndon	VA	4,713
Russia	Egury Pipeline	Feasibility Study	Tetco Petroleum Company	Steamboat Springs	CO	300,000
Russia	Elga Coal Mine	Desk Study	Behre Dolbear & Company	New York	NY	2,500
Turkmenistan	Trans-Caspian Gas Pipeline	Technical Assistance	Taylor-DeJongh, Inc.	Washington	DC	745,000
Turkmenistan	Trans-Caspian Gas Pipeline (Selection Process)	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	18,908
Turkmenistan	Trans-Caspian Gas Pipeline (Legal Advisory Services)	Technical Assistance	Bernard Oxman	Miami	FL	43,257
TOTAL MINING & NATURAL RESOURCES						\$6,538,117
MULTI-SECTOR & OTHER						
Africa/Middle East						
Lebanon	Beirut Emerging Technology Industrial and Research Center	Feasibility Study	Selection in progress			\$174,000
Nigeria	Infrastructure Assessment	Definitional Mission	Overseas Trade & Investment Services, LLC	Washington	DC	25,000
Africa/ME Regional	Africa/Middle East Regional	Technical Assistance	Cybill Sigler	Alexandria	VA	25,000
Europe						
Bosnia & Herzegovina	Infrastructure and Industrial Development Program	Definitional Mission	CORE International	Washington	DC	25,000
Turkey	Earthquake Reconstruction	Other	Ben Martin	Escondido	CA	107
Europe Regional	Project Analyst	Technical Assistance	Paul Marin	Washington	DC	74,400
Europe Regional	SBDI Coordinating Group Meeting	Conference	Koeppen, Elliott & Associates, Ltd.	Washington	DC	105,177
Europe Regional	Balkan Outreach	Definitional Mission	Harral, Winner, Thompson, Sharp, Lawrence, Inc.	Arlington	VA	24,983
Europe Regional	Balkan Outreach	Conference	Various U.S. firms	Rockville	MD	133,948
Europe Regional	SBDI Secretariat	Other	U.S. Embassy	Tirana	Albania	21,900
Latin America						
Latin America Reg'l	LA/C Project Analyst	Technical Assistance	Sally Roever	Berkeley	CA	13,292
New Independent States						
Azerbaijan	Baku Newtown Land Development Project	Desk Study	Emercon LLC	Arlington	VA	5,000
NIS Regional	Caspian Finance Center	Technical Assistance	Various U.S. entities			463,968
NIS Regional	NIS Project Analyst	Technical Assistance	Cynthia B. Paddock	Washington	DC	25,000
NIS Regional	Turkmenistan/Georgia Technical Assistance Preparation	Desk Study	S.H. Lucas & Associates	Pasadena	CA	3065
NIS Regional	Caspian Region Infrastructure Projects	Orientation Visit	Louis Berger International, Inc.	Washington	DC	338,126
NIS Regional	Caspian Region Infrastructure Seminar - New Orleans	Conference	Various U.S. firms			20,162
Multi-Regional						
Multi-Regional	World Bank Trust Funds Replenishment	Other	Designated for U.S. firms			500,000
Multi-Regional	TDA/OPIC/DOC/EX-IM Training Conference	Conference	Various U.S. entities			35,764
TOTAL MULTI-SECTOR & OTHER						\$2,013,892

FY 1999 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
SERVICES						
Africa/Middle East						
Lebanon	National GIS Project	Feasibility Study	Geographic Planning Collaborative, Inc.	Running Springs	CA	\$129,560
Africa Regional	African Development Bank MIS Upgrade	Technical Assistance	Teleconsult, Inc.	Washington	DC	110,000
Africa Regional	Identification Card and Passport Officials	Orientation Visit	Meridian International Center	Washington	DC	89,976
Africa/ME Regional	African Stock Exchanges	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	123,676
Asia						
Fiji	Bond Issue Training	Technical Assistance	Fahnestock, Inc.	San Francisco	CA	25,760
Indonesia	Futures Exchange Project	Desk Study	Norris Hickerson	Old Hickory	TN	2,500
Indonesia	LIDAR Remote Imaging Technology	Desk Study	Chesapeake Analytics Group	Arlington	VA	2,500
Philippines	Passport Automation System	Technical Assistance	Abacus Technology Corporation	Chevy Chase	MD	110,252
Taiwan	CALS Technology	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	124,747
Thailand	Bank of Agriculture IT	Feasibility Study	Development Alternatives, Inc.	Bethesda	MD	180,497
Thailand	Thai Farmers Bank IT	Feasibility Study	Selection in progress			395,000
Vietnam	Hydrometeorological Systems Upgrade	Orientation Visit	WPI, Inc.	Cambridge	MA	64,997
Vietnam	Stock Exchange Project	Feasibility Study	East West International Group, Inc. (EWIG)	Los Angeles	CA	193,183
Vietnam	Customs Brokerage Upgrade	Feasibility Study	UNISYS	Bluebell	PA	100,000
Asia Regional	Emergency Management Conference	Conference	ICF Kaiser, Inc.	Fairfax	VA	298,346
Europe						
Bosnia & Herzegovina	Information Technologies Projects	Definitional Mission	Techspan, Incorporated	Fairfax	VA	24,999
Czech Republic	Finance Ministry MIS Expansion	Feasibility Study	Selection in progress			242,609
Hungary	National Judiciary Information Technology	Feasibility Study	Selection in progress			160,380
Hungary	Ministry of Interior Nationwide Information Network	Feasibility Study	Selection in progress			184,450
Poland	Ministry of Finance WAN Project	Definitional Mission	Competitive Strategies Group	Chicago	IL	4,500
Poland	Polish Tax WAN System	Feasibility Study	Selection in progress			191,900
Poland	EBRD Municipal Infrastructure Project Development	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	2,500
Romania	Warehousing and Distribution Center	Desk Study	Sklar and Associates	Washington	DC	2,500
Turkey	Antalya GIS	Desk Study	Harvard Design and Mapping Co., Inc.	Cambridge	MA	2,500
Turkey	Antalya GIS	Feasibility Study	Intergraph Corporation	Huntsville	AL	200,000
Latin America						
Chile	Public Works Officials	Orientation Visit	TDC Partners	Alexandria	VA	15,000
Latin America Regional	Information Technology Industry Officials	Orientation Visit	Technical Resources International, Inc.	Rockville	MD	49,573
New Independent States						
Russia	Treasury Automation - St. Petersburg	Feasibility Study	Oracle Corporation	Redwood Shores	CA	500,000
Russia	Tartarstan Regional Bank	Desk Study	The Moran Company	Arlington	VA	2,500
Russia	Pharmaceutical Clearinghouse	Desk Study	Andrew E. Barrer	Washington	DC	2,500
NIS Regional	Caucasus Region Customs Harmonization	Definitional Mission	Management Strategies, Inc.	Trumbull	CT	24,992
Multi-Regional						
Multi-Regional	Investment Bank Outreach	Technical Assistance	Michael A. Bucciero, Jr.	Montclair	NJ	2,499
TOTAL SERVICES						\$3,564,396
TELECOMMUNICATIONS						
Africa/Middle East						
Angola	Mobile Telephony	Feasibility Study	Selection in progress			\$300,000
Ghana	International Telecommunications Gateway	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Mauritius	Wireless Loop	Training	U.S. Telecommunications Training Institute	Washington	DC	300,000
Morocco	ANRT Telecommunications Project	Technical Assistance	Selection in progress			76,000
Morocco	ONE Fiberoptic Project	Feasibility Study	Selection in progress			40,000
Mozambique	VSAT Project	Feasibility Study	Eccles Associates, Inc.	New York	NY	83,600
South Africa	Digital Satellite Service	Feasibility Study	Taylor-DeJongh, Inc.	Washington	DC	361,500
Africa Regional	World Bank Global Connectivity for Africa Conference	Conference	Computer Frontiers	Germantown	MD	28,300
Africa Regional	East Africa Telecom & IT Projects	Definitional Mission	Global Resources	Corona Del Mar	CA	23,449
Middle East Regional	Lebanon/Morocco IT/Telecom	Definitional Mission	LANcom	Waldorf	MD	23,533
Middle East Regional	Tunisia/Algeria IT/Telecom	Definitional Mission	LANcom	White Plains	MD	24,107
Middle East Regional	ME/NA Telecommunications	Orientation Visit	Science & Engineering Associates, Inc.	Albuquerque	NM	119,933
Africa/ME Regional	Telecommunications/IT Technology Conference	Conference	Science & Engineering Associates, Inc.	Albuquerque	NM	14,075
Asia						
India	Media ISP/DTH Projects	Desk Study	Global Resources	Corona Del Mar	CA	5,000
Thailand	MEA Communications System Development	Desk Study	John M. Peschon	Middletown	CA	2,500
Thailand	MEA Communications System Development	Technical Assistance	Utility Consulting International	Cupertino	CA	450,000
Thailand	TOT IT Implementation Plan	Desk Study	Telematics Engineering	Reston	VA	3,975
Vietnam	Telecommunications Opportunities	Definitional Mission	LANcom	White Plains	MD	7,500
Europe						
Bosnia & Herzegovina	EKIS Communications Pilot Projects	Feasibility Study	HGC	Incline Village	NV	233,290
Bosnia & Herzegovina	Telecom Sector Analysis	Desk Study	Comprehensive Language Center, Inc.	Arlington	VA	478
Bosnia & Herzegovina	PTT Cable Television Demonstration Project	Feasibility Study	Selection in progress			199,265
Bosnia & Herzegovina	PTT Cable Television Demonstration Project	Technical Assistance	Selection in progress			439,900

FY 1999 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Bosnia & Herzegovina	Elektroprivreda Telecommunications Project	Feasibility Study	Selection in progress			184,414
Bosnia & Herzegovina	Elektroprivreda Telecommunications Pilot Project	Technical Assistance	Selection in progress			504,000
Czech Republic	FPD Local Telephone Service	Desk Study	Competitive Strategies Group	Chicago	IL	2,500
Czech Republic	FPD Local Telephone Service	Feasibility Study	Teleconsult, Inc.	Washington	DC	73,725
Hungary	Data Networking	Definitional Mission	Competitive Strategies Group	Chicago	IL	24,726
Hungary	Eurotel Network Management	Feasibility Study	Selection in progress			118,310
Latvia	State Data Communications Network Pilot	Definitional Mission	Jerry Freibaum	Bethesda	MD	17,500
Macedonia	SBDI Fiber Optic Cabling and Safety Devices	Definitional Mission	William F. Hennessey	Exeter	NH	25,000
Malta	Interactive Upgrade Cable TV Project	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Poland	FPD Local Telephone Service	Orientation Visit	Teleconsult International Services, LLC	Washington	DC	50,000
Romania	Local Distribution Pilot Project	Desk Study	Richard J. Jackson	Andover	MA	2,500
Europe Regional	Romania and Czech Republic Telecom	Definitional Mission	Transportation & Economic Research Associates, Inc. (TERA)	Dulles	VA	24,766
Europe Regional	Czech/Slovene Telecom Officials	Orientation Visit	Parter International	New York	NY	79,302
			World Travel Service	McLean	VA	15,000
Europe Regional	Regional Emergency Telecom Services	Conference	Science & Engineering Associates, Inc.	Albuquerque	NM	136,012
Latin America						
Venezuela	Telecommunications Sector	Orientation Visit	Meridian International Center	Washington	DC	62,091
Venezuela	Technical Advisor for CONATEL	Desk Study	Global Resources	Corona Del Mar	CA	2,500
TOTAL TELECOMMUNICATIONS						\$4,063,751
TRANSPORTATION						
Africa/Middle East						
Cameroon	Transportation Sector	Definitional Mission	S. Rowitz & Associates	Buffalo Grove	IL	\$24,993
Ethiopia	Djibouti Port Bulk Commodities Transit Terminal	Desk Study	Telematics Engineering	Reston	VA	2,500
Ethiopia	Djibouti Port Bulk Commodities Transit Terminal	Feasibility Study	Allied International Marketing Corporation	Vienna	VA	80,000
Ghana	Air Navigation System Analysis	Feasibility Study	Advanced Management Technology, Inc.	Washington	DC	225,000
Ivory Coast	Abidjan Parking Concession	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Lebanon	Beirut Suburban Mass Transit Corridor	Feasibility Study	Selection in progress			625,000
Mali	Bamako-Senou Airport Expansion	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Mali	Bamako-Senou Airport Expansion	Feasibility Study	Selection in progress			285,000
Mozambique	Air Navigation System	Feasibility Study	Advanced Management Technology, Inc.	Washington	DC	250,000
South Africa	SOUTH African Civil Aviation Authority Visit	Orientation Visit	USDOT/FAA/Office of International Aviation	Washington	DC	30,000
Africa Regional	African Regional Airlines	Orientation Visit	Marison International	Boston	MA	99,800
Africa Regional	COMESA Air Traffic Management System	Desk Study	Rufus C. Phillips, III	McLean	VA	2,500
Middle East Regional	Urban Transportation - Israel	Orientation Visit	ICF Kaiser International, Inc.	Fairfax	VA	69,402
Middle East Regional	Lebanon/Tunisia Railways Sector	Definitional Mission	TransTech Management	Wayland	MA	24,997
Middle East Regional	Lebanon and Morocco Aviation	Definitional Mission	CORE International, Inc.	Washington	DC	25,000
Middle East Regional	Jordan and Oman Aviation	Definitional Mission	The Berkeley Group	Bethesda	MD	24,568
Asia						
India	Mumbai Mass Transit Water Transportation System	Desk Study	Leonard Sugin, C. E.	Baldwin	NY	2,500
Korea	CNS/ATM System Implementation Plan	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Korea	CNS/ATM System Implementation Plan	Feasibility Study	Mitre Corporation	McLean	VA	435,000
Laos	Privatization of Lao Aviation	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	2,500
Macau	Local Area Augmentation System	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Macau	Local Area Augmentation System	Feasibility Study	Honeywell, Inc.	Phoenix	AZ	135,000
Thailand	New Bangkok International Airport	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	77,095
Asia Regional	Aviation Conference - Briefing Book	Technical Assistance	Transportation & Economic Research Associates, Inc. (TERA)	Washington	DC	88,242
Asia Regional	Aviation Conference	Conference	Foreign Trade Association of Southern California	Los Angeles	CA	330,114
Europe						
Albania	SBDI Rail Signaling System	Procurement Assistance	Selection in progress			1,600,000
Albania	SBDI Port of Durres Intermodal Container Facility	Definitional Mission	CORE International, Inc.	Washington	DC	25,000
Albania	SBDI Port of Durres Intermodal Container Facility - Phase I	Feasibility Study	att and Nichol	New York	NY	160,000
Bosnia & Herzegovina	Brcko Port Projects	Feasibility Study	Parsons Brinckerhoff	New York	NY	292,500
Bulgaria	SBDI Railways Commercialization Assistance	Technical Assistance	Don Breazeale & Associates	Rancho Santa Fe	CA	290,000
Bulgaria	SBDI Southern Highway By-Pass	Feasibility Study	DeLeuw, Cather International, Inc.	Washington	DC	400,000
Bulgaria	SBDI Diesel Locomotive Fleet Rehabilitation	Desk Study	Raul V.Bravo & Associates	Vienna	VA	2,500
Bulgaria	SBDI Diesel Locomotive Fleet Rehabilitation	Feasibility Study	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	250,000
Bulgaria	SBDI Varna Port Equipment	Desk Study	Leonard Sugin, C.E.	Baldwin	NY	2,500
Bulgaria	SBDI Varna Port/Sofia Intermodal Equipment	Procurement Assistance	Selection in progress			780,000
Croatia	Air Traffic Control Training	Training	USDOT/FAA/Office of International Aviation	Washington	DC	140,000
Czech Republic	Wagon Fleet Refurbishment	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Hungary	Budapest Airport Regional Hub	Desk Study	CORE International, Inc.	Washington	DC	2,500
Hungary	Budapest Airport Regional Hub	Feasibility Study	Selection in progress			250,000
Macedonia	SBDI Railway MIS	Desk Study	J.H. Winner, Inc.	Potomac	MD	2,500
Macedonia	SBDI Railway MIS	Technical Assistance	A&L Associates	Cambridge	MA	60,000
Macedonia	SBDI Locomotive Swap and Upgrade	Desk Study	Business Promotion Consultants, Inc.	Forestville	MD	500
Macedonia	SBDI Railroad Design Software	Procurement Assistance	Selection in progress			47,000
Macedonia	SBDI Railroad Safety Equipment	Procurement Assistance	Selection in progress			1,225,000
Poland	Motorways Program	Other	Louis Berger International, Inc.	Washington	DC	19,545
Poland	PKP Rail/Telecom	Definitional Mission	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	24,932

FY 1999 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Romania	Constanta Port Projects	Definitional Mission	Leonard Sugin, C.E.	Baldwin	NY	24,997
Romania	Truck Upgrade and Maintenance Network Project	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Romania	Truck Upgrade and Maintenance Network Project	Feasibility Study	Selection in progress			103,000
Romania	Constanta Oil Terminal Modernization	Feasibility Study	Selection in progress			185,000
Turkey	Railway Sector	Definitional Mission	TransTech Management	Wayland	MA	24,999
Europe Regional	SBDI Regional Highway Mobile Laboratory Equipment	Desk Study	William F. Hennessey	Exeter	NH	3,500
Europe Regional	SBDI Regional Highway Mobile Laboratory Equipment	Procurement Assistance	Selection in progress			1,230,000
Europe Regional	SBDI Regional Traffic Analysis Counting Equipment	Procurement Assistance	Selection in progress			1,000,000
Europe Regional	SBDI TIOFC Terminal Project	Definitional Mission	W.H. Thompson	Coronado	CA	25,000
Europe Regional	WB Trade and Transport Facilitation Project	Desk Study	Telematics Engineering	Reston	VA	2,500
Europe Regional	WB Trade and Transport Facilitation Project - Business Briefing	Technical Assistance	Selection in progress			2,500
Latin America						
Argentina	National Airports System Privatization	Technical Assistance	USDOT/Federal Aviation Administration	Washington	DC	75,000
Argentina	General Belgrano Railway Investment Plan	Feasibility Study	Selection in progress			336,000
Argentina	National Airspace Monitoring System	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Argentina	Ports and Navigation Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	59,439
Argentina	VTS National Standards	Desk Study	James A. Atkinson	Waynesboro	VA	3,500
Argentina	Buenos Aires ITS Architecture	Desk Study	Hernan E. Pena, Jr.	Charleston	SC	2,500
Argentina	Trasandino del Sur Rail Project	Desk Study	Transport and Management Consultants, Inc.	Arlington	VA	3,483
Argentina	Buenos Aires Commuter Lane Barrier System	Desk Study	William Thornhill & Associates	Falls Church	VA	2,500
Bolivia	Railroad Sector Projects	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Bolivia	Aiquille - Santa Cruz Railroad Interconnection	Feasibility Study	Hagler Bailly Services, Inc.	Arlington	VA	85,000
Brazil	Port Projects Opportunities	Orientation Visit	MFМ Group, Inc.	Bethesda	MD	3,930
Brazil	Port of Suape Container Terminal Project	Desk Study	Gray Greene	Raleigh	NC	2,475
Brazil	IFC Port of Suape Container Terminal Project	Technical Assistance	Frederic R. Harris	New York	NY	277,000
Chile	Lota Port Integral Development	Feasibility Study	Louis Berger International, Inc.	Washington	DC	106,000
Chile	Valparaiso Port Projects and Ports Strategy	Definitional Mission	Leonard Sugin, C.E.	Baldwin	NY	39,986
Chile	Ventanas Clean Petroleum Products Terminal	Feasibility Study	Selection in progress			250,000
Chile	Ventanas Port Enhancement Projects	Feasibility Study	Selection in progress			230,000
Colombia	IIC El Gavilan Aircraft Manufacturing Facility	Feasibility Study	The Perry Group LLC	Salt Lake City	UT	86,000
Colombia	Port Projects	Definitional Mission	Ogden Beeman & Associates, Inc.	Portland	OR	24,995
Costa Rica	Rail Privatization	Technical Assistance	Selection in progress			193,000
Costa Rica	Juan Santamaria International Airport Concession	Definitional Mission	QED Airport & Aviation Consultants	Ridgefield	CT	17,007
El Salvador	National Railroad Rehabilitation	Feasibility Study	Selection in progress			199,000
Mexico	TFM Intermodal Project	Feasibility Study	Selection in progress			240,000
Mexico	Mexico City Traffic Signaling	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Panama	Canal Transportation	Feasibility Study	Selection in progress			400,000
Panama	Canal Transportation	Desk Study	James McCarville	Pittsburgh	PA	2,500
Panama	Panama Canal Synchrolift Project	Feasibility Study	Syncrolift	Miami	FL	400,000
Uruguay	Deep Water Port of La Paloma	Conference	Louis Berger International, Inc.	Washington	DC	15,795
Venezuela	Maturin Airport	Feasibility Study	AAROTEC, Inc.	Fairfax	VA	300,000
Venezuela	Western Rail	Feasibility Study	Tomen America, Inc.	New York	NY	275,000
Venezuela	Metro De Caracas Light Rail Extension	Feasibility Study	Louis Berger International/Travel Resources, Inc.	Washington	DC	396,853
Venezuela	Barcelona Airport	Desk Study	CORE International, Inc.	Washington	DC	1,000
Venezuela	National Airport Projects	Definitional Mission	Montgomery Consulting Group, Inc.	Maitland	FL	25,000
Latin America Regional	Costa Rica/El Salvador Rail Projects	Definitional Mission	Transportation & Management Consultants, Inc.	Arlington	VA	24,302
Latin America Regional	ITS Technical Symposium	Orientation Visit	Intelligent Transportation Society of America	Washington	DC	47,000
Latin America Regional	ITS Technical Symposium	Desk Study	Raul V.Bravo & Associates	Vienna	VA	2,500
Latin America Regional	APTA Safety Standards	Orientation Visit	Chemonics International, Inc.	Washington	DC	93,688
Latin America Regional	Regional Airlines Aircraft Initiative	Orientation Visit	Koeppen, Elliott & Associates/S. Hubbard	Washington	DC	140,693
New Independent States						
Kazakhstan	EBRD Railways Restructuring	Technical Assistance	J.H. Winner, Inc.	Potomac	MD	58,502
Kazakhstan	EBRD Railways Restructuring	Procurement Assistance	Transportation and Economic Research Associates, Inc. (TERA)	Sterling	VA	135,000
Kazakhstan	Air Traffic Control	Definitional Mission	Olesya E. Cooper	Silver Spring	MD	19,285
Russia	Far East ATC Management System Upgrade	Feasibility Study	Booz-Allen & Hamilton, Inc.	McLean	VA	667,000
Russia	Railroad Bearings Project	Feasibility Study	BRENCO, Incorporated	Petersburg	VA	450,000
Russia	Domodedova and Sherepmetevo Airport Information Technology	Desk Study	WM Associates	Camdenton	MO	5,000
Russia	Sheremetyevo Airport Information Technology Upgrades	Feasibility Study	ARINC, Incorporated	Annapolis	MD	198,095
Russia	Cargo Tracking and Transportation Management	Desk Study	William F. Hennessey	Exeter	NH	2,500
Russia	Caucasus Regional Rail Initiative	Feasibility Study	ORBOCOMM	Herndon	VA	221,824
NIS Regional	Caucasus Regional Rail Initiative	Definitional Mission	TransTech Management	Wayland	MA	13,500
Multi-Regional						
Multi-Regional	Port Sector Analysis	Desk Study	Michael A. Bucciero, Jr.	Montclair	NJ	2,500
Multi-Regional	Port Conference	Conference	Transportation and Economic Research Associates, Inc. (TERA)	Washington	DC	348,706
TOTAL TRANSPORTATION						\$17,520,742

FY 1999 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
WATER & ENVIRONMENT						
Africa/Middle East						
Algeria	Algiers Solid Waste Projects	Desk Study	ECODIT, Inc.	Arlington	VA	\$3,500
Algeria	Algiers Solid Waste Project	Feasibility Study	Sadat Associates Inc.	Princeton	NJ	150,000
Algeria	Jijel Solid Waste Project	Feasibility Study	Brown, Nance & Associates	Roseville	CA	161,000
Ivory Coast	Abidjan Landfill	Desk Study	Performance Technology, Inc.	Lewiston	ME	2,500
Ivory Coast	Abidjan Landfill	Feasibility Study	Edgeboro International	South Brunswick	NJ	240,000
Jordan	JPMC Slime Disposal & Water Recovery Project	Feasibility Study	Behre Dolbear and Company, Inc.	Denver	CO	241,338
Lebanon	Normandy Landfill Reclamation	Training	Radian International			220,000
Morocco	Casablanca Solid Waste Treatment	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Oman	Solid Waste Management	Desk Study	Performance Technology, Inc.	Lewiston	ME	3,000
South Africa	Cape Town Solid Waste Management	Orientation Visit	Wright-Pierce	Topsham	ME	20,000
Africa Regional	Water Sector - Namibia & South Africa	Definitional Mission	Delta Research Company	Evanston	IL	24,590
Africa Regional	Ivory Coast/Ghana Refinery Projects	Definitional Mission	Intratech, Inc.	McLean	VA	24,692
Africa/ME Regional	Africa/Middle East Water Conference	Technical Assistance	Labat-Anderson, Incorporated	McLean	VA	103,267
Africa/ME Regional	Africa/Middle East Water Conference	Conference	EA International	Hunt Valley	MD	249,250
			Development Finance International Inc.	Bethesda	MD	2,500
Africa/ME Regional	Africa/Middle East Water Conference	Orientation Visit	EA International	Hunt Valley	MD	97,516
Asia						
Bangladesh	Tetrahedron Water Filter Projects	Desk Study	Advanced Waste Management Systems, Inc.	Hixson	TN	2,500
Bangladesh	Tetrahedron Water Filter Projects	Feasibility Study	Tetrahedron, Inc.	Baltimore	MD	267,500
India	Haldia Water Supply Project	Technical Assistance	Millennium Science & Engineering, Inc.	McLean	VA	24,997
Indonesia	Water Supply SCADA System	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	1,000
Korea	Sewage Sludge Technology	Orientation Visit	ICF Kaiser, Inc.	Fairfax	VA	12,811
Philippines	Bulk Water Supply Projects	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	25,000
Philippines	Puerto Princesa Bulk Water Supply/ Kidapawan Water Concession	Feasibility Study	Selection in progress			575,325
Philippines	Petron SO2 Emission Control Project	Desk Study	Delta Research Company	Chicago	IL	2,500
Philippines	Petron SO2 Emission Control Project	Feasibility Study	Black & Veatch	Kansas City	KS	195,000
Philippines	Cebu Potable Water Project	Desk Study	Advanced Engineering Associates International, Inc.	Watertown	MA	2,500
Philippines	Green Island Solid Waste	Desk Study	Advanced Waste Management Systems, Inc.	Hixson	TN	2,500
Philippines	Green Island Solid Waste	Feasibility Study	Enertech International	Houston	TX	375,900
Thailand	WMA Wastewater Projects	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,996
Thailand	BMA Wastewater Project	Feasibility Study	Selection in progress			500,000
Europe						
Bosnia & Herzegovina	Mostar Water Supply and Sewage Disposal	Desk Study	RKR & Associates	Rego Park	NY	2,500
Bosnia & Herzegovina	Mostar Sewage Disposal	Feasibility Study	Selection in progress			325,000
Czech Republic	Valaske Mezirici Waste to Energy Power Project	Feasibility Study	Duke Engineering & Services Inc.	Charlotte	NC	62,500
Czech Republic	Uranium Ore Leach Field Remediation	Desk Study	Energetics Development, Inc.	White Plains	MD	4,000
Czech Republic	Ostramo Oil Sludge Lagoons Remediation	Desk Study	Energetics Development, Inc.	White Plains	MD	3,500
Hungary	Environmental Projects	Definitional Mission	Stephen F. Dachi	Arlington	VA	24,800
Hungary	MOL Refinery/Wastewater	Feasibility Study	Millennium Science & Engineering, Inc.	McLean	VA	279,596
Poland	Environmental Projects	Definitional Mission	Energy and Environmental Consulting Engineers (EECE)	Mission Viejo	CA	34,600
Poland	Raba River Basin Environmental Technology	Feasibility Study	Selection in progress			250,000
Slovenia	Environmental Treatment Facilities	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Turkey	Environmental Sector	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,998
Turkey	Antalya Landfill Project	Desk Study	Jim Poellot	Delmont	PA	2,500
Europe Regional	Regional Environmental Conference	Conference	MFM Group, Inc.	Washington	DC	295,763
Latin America						
Brazil	Water and Wastewater Projects	Orientation Visit	Consultants Group/Latin America (CG/LA)	Washington	DC	75,893
Costa Rica	Oil Sludge Recovery Project	Desk Study	ECODIT, Inc.	Arlington	VA	5,000
Venezuela	Carabobo Industrial Hazardous Waste	Feasibility Study	Burns & McDonnell	Kansas City	MO	100,000
Venezuela	PDVSA Environmental Projects	Definitional Mission	Environmental Engineering and Remediation, Inc.	Portland	ME	24,620
Venezuela	SISMAR Environmental Information System	Desk Study	Alexander X, Inc.	LaJolla	CA	2,500
Venezuela	Waste Iron Oxide/Petroleum Coke Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Latin America Regional	Regional Wastewater Treatment Technologies Seminar	Conference	U.S. Embassy (Caracas)			8,070
Latin America Regional	MERCOSUR Environmental Sector Briefing Book	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	5,000
Latin America Regional	Solid Waste Infrastructure Projects-Brazil/Mexico	Desk Study	Charles Peterson	Easton	PA	5,000
New Independent States						
Azerbaijan	Water Sector	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	19,992
Russia	Water Supply and Wastewater Treatment	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	5,000
Russia	Chelyabinsk Nuclear Waste Clean Up	Desk Study	Energy and Environmental Consulting Engineers (EECE)	Mission Viejo	CA	4,000
Ukraine	World Bank Donetsk Environment Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Ukraine	World Bank Donetsk Environment Project	Technical Assistance	Booz-Allen & Hamilton	McLean	VA	200,000

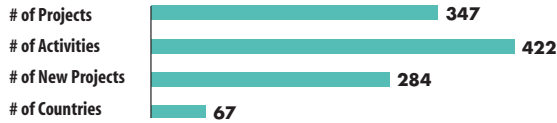
TOTAL WATER & ENVIRONMENT \$5,330,554

GRAND TOTAL \$57,046,863

FY 1999 Program Activities — *Appendix*

FY 1999 Basic Statistics

Operating Budget \$57.05 million



TDA Activities By Type and Number of Activities

Year	1997	1998	1999
DM/Desk Studies	168 43.1%	168 40.1%	182 43.1%
Feasibility Studies	105 27.0%	122 29.1%	121 28.7%
Orientation Visits	45 11.5%	43 10.2%	38 9.0%
Technical Assistance	51 13.1%	64 15.3%	49 11.6%
Trade-Related Training	3 0.7%	1 0.3%	6 1.4%
Procurement Assistance	0 0.0%	6 1.4%	7 1.7%
Conferences	16 4.1%	14 3.3%	16 3.8%
Other	2 0.5%	1 0.3%	3 0.7%
TOTALS	390 100%	419 100%	422 100%

TDA Activities By Value of Obligations

Year	1997	1998	1999
DM/Desk Studies	\$1,898,889 4.1%	\$1,572,594 2.8%	\$1,563,183 2.7%
Feasibility Studies	\$31,531,352 68.9%	\$34,392,730 61.4%	\$33,250,471 58.3%
Orientation Visits	\$2,522,071 5.5%	\$3,169,446 5.7%	\$3,022,754 5.3%
Technical Assistance	\$6,288,489 13.7%	\$7,744,382 13.8%	\$8,451,516 14.8%
Trade-Related Training	\$1,100,000 2.4%	\$300,000 0.5%	\$1,505,000 2.6%
Procurement Assistance	\$0 0.0%	\$6,083,215 10.8%	\$6,017,000 10.5%
Conferences	\$1,882,569 4.1%	\$2,760,590 4.9%	\$2,717,287 4.8%
Other	\$504,327 1.1%	\$23,051 0.1%	\$519,652 0.9%
TOTALS	\$45,727,697 100%	\$56,046,008 100%	\$57,046,863 100%

TDA Program Funds By Region

Region	Core Budget	Additional Funds	Total Funds
Africa/Middle East	\$9,537,753	\$607,636	\$10,145,389
Asia	\$9,319,548		\$9,319,548
Europe	\$6,958,563	\$11,468,403	\$18,426,966
Latin America	\$7,596,864		\$7,596,864
NIS	\$285,910	\$9,645,631	\$9,931,541
Multi-Regional	\$1,574,079	\$52,476	\$1,626,555
Total	\$35,272,717	\$21,774,146	\$57,046,863

TDA receives transfers from other agencies to supplement its program, including funds from the Freedom Support Act for its NIS program and funds from the Support for Eastern Europe Democracy Act for its Europe Program.

TDA Activities by Region By Number of Activities

Year	1997	1998	1999
Africa/Middle East	75 19.2%	74 17.7%	90 21.3%
Asia	82 20.8%	81 19.3%	63 14.9%
Europe	79 20.0%	104 24.8%	110 26.1%
Latin America	91 23.6%	91 21.7%	84 19.9%
NIS	63 16.1%	62 14.8%	66 15.6%
Multi-Regional	0 0.0%	7 1.7%	9 2.1%
TOTALS	390 100%	419 100%	422 100%

TDA Activities by Region By Funding Levels

Year	1997	1998	1999
Africa/Middle East	\$7,326,975 16.0%	\$8,248,258 14.7%	\$10,145,389 17.8%
Asia	\$10,169,436 22.2%	\$9,673,462 17.3%	\$9,319,548 16.3%
Europe	\$9,854,683 21.5%	\$17,579,863 31.4%	\$18,426,966 32.3%
Latin America	\$8,739,099 19.1%	\$9,980,191 17.8%	\$7,596,864 13.3%
NIS	\$9,637,504 21.0%	\$9,108,029 16.2%	\$9,931,541 17.4%
Multi-Regional	\$0 0.0%	\$1,456,205 2.6%	\$1,626,555 2.9%
TOTALS	\$45,727,697 100%	\$56,046,008 100%	\$57,046,863 100%

FY 1999 TDA Activities By Economic Sector By Number of Activities

Year	1997	1998	1999
Agribusiness	14 3.6%	12 2.9%	24 5.7%
Energy & Power	68 17.4%	73 17.4%	67 15.9%
Human Resources	12 3.0%	8 1.9%	11 2.6%
Manufacturing	46 11.8%	41 9.8%	35 8.3%
Mining & Natural Resources	27 6.9%	32 7.6%	33 7.8%
Multisector & Other	16 4.1%	27 6.5%	19 4.5%
Services	26 6.7%	38 9.1%	32 7.6%
Telecommunications	40 10.3%	29 6.9%	38 9.0%
Transportation	85 21.8%	111 26.5%	107 25.4%
Water & Environment	56 14.4%	48 11.4%	56 13.3%
TOTALS	390 100%	419 100%	422 100%

FY 1999 TDA Activities By Economic Sector By Value Of Obligations

Year	1997	1998	1999
Agribusiness	\$1,126,332 2.4%	\$909,427 1.6%	\$2,256,418 4.0%
Energy & Power	\$7,533,474 16.0%	\$10,602,160 18.9%	\$8,389,894 14.7%
Human Resources	\$1,350,121 2.9%	\$286,309 0.5%	\$1,430,265 2.5%
Manufacturing	\$7,784,921 17.0%	\$4,662,266 8.3%	\$5,938,834 10.4%
Mining & Natural Resources	\$2,985,432 6.5%	\$5,014,057 9.0%	\$6,538,117 11.5%
Multisector & Other	\$1,575,051 3.4%	\$2,704,982 4.8%	\$2,013,892 3.5%
Services	\$3,445,912 7.5%	\$4,220,828 7.5%	\$3,564,396 6.2%
Telecommunications	\$3,439,089 7.5%	\$2,262,199 4.1%	\$4,063,751 7.1%
Transportation	\$9,586,036 20.9%	\$20,147,757 36.0%	\$17,520,742 30.7%
Water & Environment	\$6,901,329 15.0%	\$5,236,023 9.3%	\$5,330,554 9.3%
TOTALS	\$45,727,697 100%	\$56,046,008 100%	\$57,046,863 100%



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